A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

December 13, 1965

## INTERNATIONAL EXHIBITIONS:
## Prime sales events in 42 countries

# Business Bulletins *from around the world*

**COLOMBIA**—Government's Instituto de Aprovechamiento de Aguas y Fomento Electrico is currently studying five power projects, two located at Yumbo, and one each at Santa Marta, Paipa, and Barranquilla. Reportedly, Instituto may soon authorize acquisition of 7,000 kw. gas turbine for Santa Marta project, and 33,000 kw. steam units for projects at the other locations. Additional 33,000 kw. unit may be needed at Yumbo within three years if load growth justifies it. Value of 7,000 kw. unit is estimated at $1.2 million; that of three 33,000 kw. units, $13.2 million.

**FRANCE**—French Trade Center to be opened in Tokyo in 1966. Center to be in Banque d'Indochine building and will be operated under Fairs and Exhibitions Department. Annual operating expenses including rent, personnel and eight or 10 shows are estimated at $60,000. Government has taken steps to coordinate industry participation, primarily through Comite Franc Extreme Orient.

**INDIA**—Cinerama, Inc., to establish facilities in New Delhi, Calcutta, Bombay and Madras under pact signed with Karsjose Bros. Co., a major industrial organization in Bombay. Pact also calls for release in these cities of six Cinerama Travelogues. Land acquired in Bombay for construction of new Cinerama Dome theater, with opening date target of mid-1966. Program of conversion of existing theaters to Cinerama to start immediately in specific houses in New Delhi, Calcutta and Madras.

**IVORY COAST**—First oil refinery starts production. Plant, equipped to treat crude oil from Gabon, Nigeria, Algeria, has capacity of 700,000 tons of crude oil annually. Among shareholders are Esso, Mobil, Socony, Texaco.

**MEXICO**—Celanese Mexicana, S.A. to spend over $11 million on new facilities at Ocotlan, Jalisco, to increase annual capacity of cellulose acetate to 13,000 metric tons. Celulosa y Derivados, S.A. this year plans to construct $11.2-million acrylic fiber plant in Juanacatlan, Jalisco, of 4,000 tons capacity with later expansion to 7,000 tons. Monsanto Mexicano, S.A. plans acrylic fiber plant in Pueblo at cost of $5.2 million with annual capacity of 4,000 tons.

**NETHERLANDS**—First 100,000-ton capacity tanker entered Rotterdam's enlarged harbor.

KLM to build floating hotel to help ease Amsterdam's critical shortage of overnight facilities. The "botel", to be ready in May, 1966, will accommodate 168 guests.

**NIGERIA**—U.S. Plywood Corp. to join with two Nigerian Government agencies and a Chase Manhattan Bank affiliate in new company, Calabar Veneer & Plywood, Ltd., to produce and sell hardwood, plywood, particleboard, specialty lumber products, sliced veneer. First plant to be cutting mill and rotary veneer mill at Calabar.

**SINGAPORE**—Jurong Shipyard, Ltd., located at Jurong Industrial Estate, Singapore, formally opened although it has been in partial operation over one year. It is joint venture between Japanese firm and Singapore Economic Development Board. Shipyard now has annual shipbuilding capacity of 60,000 gross tons; soon will be capable of handling construction of ships up to 20,000 tons. Annual ship repairing capacity is estimated at 1,200,000 gt. Construction of shipyard was begun in late 1963. About 100 ships repaired and 11 ships constructed in shipyard since it began operations in June 1964.

**UNITED KINGDOM**—Woolen industry reports exports of woolen textiles during first three quarters of 1965 totaled about $323 million or approximately 10% below level for same period in 1964.

Atomic Energy Authority (A.E.A.) announced that Britain and Germany will cooperate in using plutonium as fuel in boiling water reactors. This is latest step by A.E.A. to sell its fuel services abroad. Use of plutonium would provide alternate fuel to present reliance on enriched uranium from the U.S.

Latest figures indicate that squeeze on credit is contributing to more than normal drop in demand for domestic refrigerators. Deliveries to stores and wholesalers in September were about 34% below the level for same month last year. However, deliveries for first three quarters of 1965 totaled 808,039 units, up nearly 8% over comparable period in 1964.

**VENEZUELA**—Government plans installation in 1966 of two new iron reduction plants in Guayana region to be operated by Corporacion Venezolana de Guayana (CVG). One of these is Orinoco Mining Co. project which would entail investment of $30 to $40 million and would enrich iron content of ore from 65 to about 80%. Other project would involve process developed by Standard Oil of New Jersey which Government has inspected at Standard's experimental plant in Alabama and in commercial version in Canada.

Ministry of Development announced that 1970 is target date for all locally assembled automobiles to be of 50% national content. It originally planned that national content would reach 75% by that time. Devices to stimulate industry will include pre-import licensing for all automobile parts, accessories; new regulations curbing further proliferation of local assembly plants; study of steps which might be taken to develop sluggish local automobile parts industry. At same time, local automotive assemblers have petitioned Government for more controls over importation of completed vehicles.

**YUGOSLAVIA**—U.S. and Yugoslavia sign agreement under Public Law 480 (Food for Peace) calling for shipment of 700,000 tons of wheat to Yugoslavia. Cost of shipment, $45.9 million, is to be paid in dollars over 12 years.

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## the cover

It was a good year for international trade fairs, and scores of shows are waiting in the wings in the hope that 1966 will be even better. American exporters of many products should find the ones coming up this year, and in 1967, good vehicles for entering a market for the first time or stepping up their current sales abroad. Forty-two countries have announced their upcoming fairs. See pages 9-24 for the list.

# International Commerce

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INVESTMENT TARGETS SET FOR FIRMS

# Goals for '66 outlined to aid payments balance

**Secretary Connor's Dec. 6 message to industrialists has these major points:**

- **Voluntary element to continue at heart of program**
- **Total industry target in '66: $3.4 billion contribution**
- **Company '65-'66 targets: 90% of '62-'64 total**
- **Canada and 9 other nations added to investment coverage area**
- **List of responding U.S. firms to be increased to 900**
- **Reporting system to be improved for more progress details**
- **Executives to be asked for quarterly personal appraisals**

By JOHN T. CONNOR
*Secretary of Commerce*

The President has again called upon American industry to make an extra effort during 1966 to help reduce further the deficit in our balance of payments. At his direction, I am again writing to you personally to ask your assistance.

The voluntary program in which you and other corporate executives have cooperated has been a major factor behind the substantial improvement in our balance of payments during 1965. The evidence clearly indicates that the program is working well. However, because it is necessary to continue our efforts to bring our balance of payments into equilibrium, the voluntary program must be strengthened.

In making our program more effective, it will remain *voluntary*. The President is convinced that the voluntary approach adopted this year was the correct way to proceed, and it will continue during 1966.

In the year ahead, we will also continue the basic strategy followed in 1965 under which each chief executive is asked to maximize his company's contribution to the balance of payments through a variety of means—including export expansion, repatriation of income from abroad, repatriation of short-term foreign financial assets, and the maximum use of funds obtained abroad for investment purposes. The result of these efforts should be a considerable overall improvement by American industry as a whole compared with 1965.

In addition, we must ask each company to make a special effort to restrain the outflow of funds from the United States for direct investment abroad. To help achieve this objective, we are recommending a separate target for direct investment for business corporations as a group. The basic aim is not to restrain expenditures by U.S. companies on plant facilities abroad. Rather it is to minimize the impact of the outflow of funds on the United States balance of payments.

We are also suggesting to individual companies a separate formula for direct investment which will enable them to fix their own direct investment targets in a meaningful way and yet permit companies to continue their business abroad in an orderly fashion.

We are modifying the geographic coverage of the program, but it will still apply primarily to developed countries. We still wish to encourage American private enterprise to help raise standards of living in the developing countries of the free world.

To assist us in the administration and appraisal of the program through the year ahead, we are making some improvements in the voluntary reporting system adopted for 1965.

The revised worksheet and some instructions to aid your technical people in its preparation will be sent to you in the very near future. In the meantime, I can describe the principal features of the general program for 1966.

It is estimated that the business community may improve its net contribution to the balance of payments by $1.3 billion in 1965 compared with 1964. During 1966, we are hopeful that this overall improvement can be raised to $3.4 billion —if the business community is successful in restraining direct investment, maximizing export shipments, repatriating income and foreign financial assets, along with other measures. I am asking you and other corporate executives to review the situation of your company and determine your own best estimate of the overall improvement which you think is possible during 1966 compared with 1965.

I am recommending the following target to American in-

dustry in planning its direct investment for 1966: Direct investment during the two-year period 1965-66 combined should be limited to 90% of the amount during the three-year period 1962-64. For this purpose, direct investment is defined to include the net outflow of funds from the United States plus the undistributed profits of subsidiaries abroad. For industry as a whole, this target would permit a rate of direct investment during the two years 1965 and 1966 combined approximately 35% above the annual average during the 1962-64 base period. This rate of increase should result in a level of direct investment outflow of about $2.4 billion in 1966—roughly the same as in 1964, following an expected substantial rise in 1965 compared with the previous year. The expected result can also be expressed as a projected increase of more than $1.0 billion in the surplus of total direct investment income over direct investment outflow in 1966 compared with the level anticipated in 1965.

## Formula details

I am also recommending that each company head use the above formula in estimating his own target for direct investment during 1966. In calculating the target, companies should use the same base period of 1962-64. In defining direct investment, they should add together the net outflow from the United States and the undistributed profits of their subsidiaries. (This is the same definition used in Line "D" of the 1965 worksheet). They should make the same calculations for 1965-66. For the latter two years combined, direct investment as defined should not exceed 90% of such outflow during the three-year base period. In suggesting this formula, I realize fully that it will catch individual companies in different circumstances. For some it would undoubtedly place a severe strain on their ability to carry out projects abroad already in the advanced stages of planning or actual construction. For others, it may result in a target considerably in excess of what the companies would actually need to fulfill their plans, and we hope they would use only the minimum amount necessary. But in all of these cases, we are fully prepared—and would want—to discuss particular situations with individual companies.

The overall industry improvement target of $3.4 billion in 1966 would include the balance of payments savings expected through the restraint on direct investment. For the individual company, the estimated improvement for the next year should also include the savings on direct investment outflow which corporate executives think they can make during 1966.

## Equitable method

The target as formulated for direct investment has several advantages. In the first place, the three-year base period allows companies to account for direct investment activities in a way which reduces the influence of numerous aberrations which might occur in a single year, and it puts individual companies on a more equal footing. Secondly, by combining direct investment flows for 1965 and 1966, there is greater flexibility allowed companies who have been the most cooperative under the 1965 voluntary program. Those companies which have repatriated a substantial share of their earnings and have restrained capital outflow this year will have considerable headroom in 1966. Those companies whose situations did not permit them to make a similar contribution in 1965 would be called upon to make a correspondingly greater effort next year. Thus, the two-year planning period seems to be desirable from the point of view of equity. Moreover, the target essentially permits companies on the average to invest in two years up to 90% of the amount they invested during the previous three years. Thus, it allows an average annual rate of investment during the two years 35% higher than the average for the three years 1962-64.

The geographical coverage of the program in 1966 will again apply principally to developed countries. However, the list of developed countries will be expanded. The new list will be the same as that prepared for the application of the Interest Equalization Tax. The targets will apply to direct investment in countries defined as developed for the 1965 program together with Canada, Abu-Dhabi, Bahrain, Indonesia, Iran, Iraq, Libya, Qatar, Kuwait-Saudi Arabia Neutral Zone, and Saudi Arabia.

## Canada situation

We are asking for moderation on direct investment in Canada during 1966. This was not the case in 1965. However, this year we did ask companies to expand exports to Canada and to repatriate income and short-term financial assets held with Canadian institutions. We are repeating this request for 1966. In view of the large prospective increase in direct investment in Canada by American firms next year, we think it is desirable to ask for moderation on the outflow of direct investment funds to that country along with other developed areas. At the same time, we realize that U.S. companies, partly because we did not ask for restraint in 1965, have under way firm investment commitments in Canada (for example those incurred under the U.S.-Canadian automotive parts agreement) which they will find it necessary to carry out. But it is our impression that companies will have ample opportunity within the direct investment target to fulfill these commitments, and we are certain they would want to give them the highest priority.

The other countries included in the expanded geographic coverage of the program possess large reserves of internationally traded natural resources in which U.S. direct invest-

### Expanding the country coverage

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"The other countries included in the expanded geographic coverage of the program possess large reserves of internationally traded natural resources in which U.S. direct investment is substantial. We think it is reasonable and equitable to include the substantial flows of investment funds to these countries in the base and target for balance of payments improvement during 1966."

### Advantages of target formula

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This year between 500 and 600 companies cooperating in the program are submitting quarterly reports on their progress. In 1966 we are asking an additional 400-odd companies to do the same. We are particularly interested in expanding the list of companies to include more firms with direct investments abroad, although the individual amounts involved may not be large. Initially, I am asking each company to report if it had direct investments abroad of $2 million or more at the end of 1964 (and if it is not currently reporting under the voluntary program).

### Better reports

During this year we have found the statistical information submitted by companies each quarter to be helpful in administering the program. However, we have also found that the lack of somewhat more detailed information has made it difficult for us to appraise the progress of the program and to chart the contributions which the cooperating companies are making compared with developments in the balance of payments as a whole. For this reason, we have adopted several improvements in the reporting system. The specific types of information requested will be detailed in the revised worksheet and the instructions which will accompany it.

We will repeat this year's request for a quarterly report on the amount of short-term financial assets held abroad by the parent company and by its foreign affiliates. This year we requested that parent companies reduce these assets at least to the level outstanding at the end of 1963. Many companies have responded, and a large number have cut their holdings even below the 1963 level. We are hopeful that other companies will make the reduction as soon as possible, consistent with the maintenance of orderly conditions in money markets abroad, and that others will not rebuild previously reduced holdings. I also asked companies in 1965 to economize on holdings of short-term assets by their foreign affiliates. I hope they will continue this effort in 1966.

During the year ahead, we will want to work closely with individual companies in the management of the voluntary program. During 1965, I have communicated periodically on an informal basis with the chief executives of the cooperating companies. I plan to continue this procedure in 1966. However, experience this year has also demonstrated that the management of the program would have been facilitated by an additional level of communication. I am now recommending that such a level of contact be established and maintained during 1966. Consequently, I am asking you and other principal officers of each company to name an alternate who is familiar with company policy and yet who may be somewhat more available for periodic discussions of the company's progress. Commerce Department officials who are assisting me in the management of the program would maintain liaison with your designee in those matters not requiring your personal attention.

### Personal appraisal

I am requesting that the chief executive of each company continue to review the worksheets reported each quarter to the Department of Commerce. It would be helpful if you could give me each quarter your *personal* appraisal of the extent to which your company is making progress toward achieving its overall target forecast for 1966. I am also requesting company officials to enclose with their quarterly statistical report a commentary on their company's experience during the quarter from the point of view of the main items reported in the worksheet.

In making the revisions in the voluntary program for 1966, I have worked closely with the leaders of American business —particularly with the Balance of Payments Advisory Committee of the Department of Commerce. In administering the program in 1966—as in 1965—I will continue to benefit from the advice and counsel of this distinguished group of American businessmen. As you will recall, this Committee is chaired by Albert L. Nickerson, Chairman of the Board, Socony Mobil Oil Company. The other members are: Carter L. Burgess, Chairman of the Board, American Machine and Foundry Company; George S. Moore, President, First National City Bank; Elisha Gray, II, Chairman, Whirlpool Corporation; Sidney J. Weinberg, General Partner, Goldman, Sachs and Company; Carl J. Gilbert, Chairman, The Gillette Company; Stuart T. Saunders, Chairman, Pennsylvania Railroad Company; J. Ward Keener, President, B. F. Goodrich Company; and Fred J. Borch, President, General Electric Company.

### Ask support

These members of our Advisory Committee have approved the revisions in the voluntary program for 1966. They join me in asking the continued support of the business community in our efforts to improve the balance of payments.

This year I have also benefited from the advice and counsel of many other leaders of American industry; I am certain they will continue to volunteer such guidance in the year ahead, and it will be welcomed.

Finally, I am personally confident that the leaders of American business fully understand the seriousness of the foreign situation which we face. Furthermore, the increased military effort in Viet Nam will put further pressure on our balance of payments. To help compensate for the added drain, we have found it necessary to strengthen the voluntary program for 1966.

But I am confident that the business community appreciates the urgency of the task to reduce further the deficit in our balance of payments. I also have no doubt whatsoever that they will cooperate on a voluntary basis in our extraordinary effort to achieve this vital national goal.

AS WHITE HOUSE CONFERENCE CONCLUDED senior government consultant Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business (center) is shown with Union Carbide vice president I. M. Stewart (left) of the Business and Industry committee and Prof. Carl Kaysen of Harvard, of the Trade committee. The committees were among 30 that formed the National Citizens' Commission for the conference.

# Moves to unify trade law seen well advanced

## Commerce aide reviews progress at Cooperation Year conference

Significant progress has been made in efforts to unify international commercial law, Alexander B. Trowbridge told a business and industry audience at the recent White House Conference on International Cooperation.

Speaking on the Conference's final day, The Assistant Secretary of Commerce for Domestic and International Business reported that the U.S. already participates in international conventions in the fields of labor, postal rates, patents, trademarks, copyrights and designs, while substantial parts of transportation law in the maritime, air and rail fields have been made uniform through international agreements.

Negotiable instruments law has achieved almost total uniformity and efforts to unify the law on international sales of goods are nearing success, he reported. As the senior government consultant to the conference's Committee on Business and Industry he expressed satisfaction that many of the problems discussed by the committee (INTERNATIONAL COMMERCE, Dec. 6, 1965, p. 9) are being treated both by private groups and the government.

Trowbridge stressed that the American business community can significantly help world cooperation by supplying technical know-how and helping to formulate international engineering standards. He mentioned that studies are under way looking toward a truly world-wide patent and trademark system.

Isaac M. Stewart, Union Carbide vice president who chaired the same committee, said that the efforts of U.S. businessmen to assist in cooperative undertakings overseas need better recognition in the nation. He pointed out that 332 American businessmen have been members of U.S. delegations to world conferences in the past year, on such diverse matters as fertilizers, steel, auto standards, chemicals, labor policies, finance and maritime policies.

Stewart asked for recognition by foreign business of the scientific and technical know-how the U.S. can provide them, and reciprocal appreciation in the U.S. of overseas contributions to our economy. He asserted that equitable tax treatment of American employees living abroad and foreign employees residing in the U.S. will build better incentives for inter-country cooperation.

At the panel discussion led by the Trade Committee, also held on the conference's final day, strong emphasis was again placed on success in the Kennedy Round negotiations currently under way in Geneva.

Great changes are now taking place in international trade bargaining because of the emergence of regional trading blocs, it was pointed out, and further changes will result from the urgent need for lesser developed countries to expand their exports. The committee stressed that a successful Kennedy Round would lessen the divisions among the trading blocs and open up new export opportunities to the developing countries.

# New investment law approved in Bolivia

The Bolivian Government has approved a new investment law.

Major advantages of the new law for investors are exoneration of taxes and duties on a one-time basis for the import of machinery and spare parts to be used in the establishment of the business; duty exemption of imported raw materials for a period of five or 10 years, depending upon the relative essentiality of the industry, with special consideration given to industries using domestic raw materials; 50% reduction in stamp taxes on the constitution of new companies and on capital transfers or increases; accelerated depreciation of fixed assets at double the present rate; a guarantee of exchange convertibility and; no new taxes on profits for five years nor changes in the calculating methods to increase taxes.

The new law also specified additional benefits to the mining industry including four-year exemption from the Global Complementary Tax; exoneration of taxes on the first transfer of concessions and 50% reduction in stamp taxes on mining rental contracts; and guarantee of no increase in present mining export taxes for four years.

Also approved by the Government was a new Decree Law modifying the existing royalties on tin exports.

For an English translation of these two new laws, on a ten-day loan basis, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

### U.S. labor costs

"The Department of Labor has recently published an analysis which helps account for our excellent price record of recent years. It finds that labor costs per unit of output in manufacturing in 1964 were no higher than in 1960.

"It may be of interest to compare this record with that of other nations. During the past four years, unit labor costs have gone up 10% in the United Kingdom, 13% in Japan, 17% in Germany and 23% in France. Only Canada has registered a record in this respect which matches that of our economy."

*—John T. Connor*
Secretary of Commerce

# Eighteen from other lands take courses given by Syracuse

### 'Unique' management development department is overseas oriented

Eighteen business and governmental representatives from 13 developing nations will complete 20 weeks of study at Syracuse University early next month.

The guests have been taking courses in comptrollership and management of industrial enterprises in the University's international management development department. The department is a unique one, according to Dean Robert Cox of the College Business Administration, who explains that at most universities visitors from other lands must take courses designed for U.S.-oriented students. "At Syracuse", he says, "we have a separate department to give prime attention to the individual needs of our guests."

In 14 years, more than 1,000 people from 67 countries have taken courses in the department. The first students came from England and France under the Marshall Plan. In recent years the area of specialization has switched to the developing nations in the Far East, Asia, the Middle East, Africa and South America.

"As the standard of living improves in developing nations," Director Allen B. Dickerman explains, "it provides markets for our goods. Many countries having sub-standard conditions are surrounded by an abundance of natural resources. Effective use of these resources can be achieved only through better management."

# Association to view trends in education for world business

### Group attempts to facilitate exchange of information between business and academic fields

A group of educators in a growing area of instruction will meet in New York at the year's end to discuss needs and developments in training for international business.

The Association for Education in International Business—composed of educators, professional and business men, and some governmental officials interested in these developments in our universities—will hold its annual meeting at the New York Hilton Hotel on Dec. 29.

At the professional meeting, chaired by Franklin R. Root of the University of Pennsylvania, papers on the following subjects will be presented:

The multi-national corporation as a means of world change, by Hans B. Thorelli, Indiana University; research needs in international business, by Richard D. Robinson, Massachusetts Institute of Technology; and long range planning for international business, by Elliot Haynes, Business International.

### Pioneering organization

The fledgling association—only six years old—is pioneering to facilitate exchange of information and ideas among educators and between business and academic fields; to encourage and assist research activities which advance the knowledge of international business operations and increase the available body of teaching material; and to cooperate with government, business, and academic organizations for the furtherance of basic objectives.

Present officers are: James A. Hart, De Paul University; Lee Nehrt, Indiana U.; John S. Ewing, Stanford U.; and Howe Martyn, American U.

THROUGH SAFETY GLASSES, three visitors from Philippines see plant operations of Alcan Aluminum Co. of Oswego, N.Y., as part of week program at Syracuse U. on international management development.

## Swedish trade mission visits in midwest United States

A trade mission delegation from Sweden has just wound up a tour through midwest United States, under sponsorship of the Federation of Swedish Industries and the General Export Association of Sweden.

As part of a Swedish Government program to increase trade, scientific, and cultural exchanges, the delegation visited Chicago, Cincinnati, Cleveland, Detroit, Milwaukee, Minneapolis, St. Louis, and Toledo.

In Cincinnati, some of the group visited the Tool Steel Gear and Pinion Co., manufacturers and exporters of specially hardened steel parts such as gears, rolls, pinions and track wheels. The delegates said that industries in Cincinnati each year export $2.4 million worth of goods to Sweden.

Last year, Sweden imported about $300 million worth of goods from the United States.

# U.S. color TV beats deadline for vital Argentine audience

## Closed circuit system installed 12 days from door to door in time for important technical symposium in Buenos Aires

Argentine officials blinked at color scenes on U.S. television receivers in Buenos Aires last month—not in reaction to the picture quality, which was excellent, but in surprise that the sets were there and operating.

U.S. firms, General Electric and RCA providing studio video equipment and receivers, and Motorola, Philco, Sylvania, Zenith and Westinghouse supplying more receivers, had met an impossible deadline with their demonstration of the American NTSC color TV system in action.

The stakes were high. The occasion was a technical symposium on color television for Argentina that offered the American NTSC system a chance to stay in competition with the French SECAM color system for an eventual choice by the Argentine Government authorities. Argentina will play a key role in the Latin American color TV market.

A two-man U.S. government and industry team, Eric M. Leyton, RCA Laboratories, representing the Electronics Industries Association, and E. MacDonald Nyhen, director of the Electronics Division of Commerce Department's Business and Defense Services Administration, went to Buenos Aires in September to discuss color television with Argentine Government and industry officials. The team learned of the symposium to be sponsored by the Centro Argentina de Television at the University of Buenos Aires in November, and strongly recommended that a demonstration of the U.S. NTSC color television system be given then.

### No time to lose

With no time to lose, BDSA conferred with General Electric and RCA to see whether a closed circuit color TV system of broadcast quality could be provided despite the large backlog of domestic orders. The only available equipment could not be released until the close of the National Association of Educational Broadcasters' meeting in Washington Nov. 3.

That left only 12 days for packing, shipping, customs clearance, preparation of a demonstration studio area, setting up of temporary 60-cycle power source, and selection of good color film material. But on Nov. 7, thirty-four crates containing the studio equipment, 15 color receivers, and a power unit left Kennedy International Airport for Buenos Aires.

By Nov. 15, nine engineers from the participating firms were on hand and the system was in full operation.

Meanwhile the U.S. team had arranged for the presentation of 14 technical papers on the NTSC system, receivers, studio facilities, and color television techniques. The papers were prepared for delivery in Spanish and printed for distribution at the sessions, attended by Argentine officials and engineers.

Speaking at the closing session of the symposium, Dr. Lapieza Elli said that his government intends to proceed at once with a study of the color television problem. This will include consideration of the economic and social factors involved as well as technical merits of the competing systems.

U.S. industry and Government intend to provide officials of the Argentine Government with continued assistance.

**Among the guests attending the demonstrations were Dr. Ricardo Illia, brother of the Argentine president, and from the Secretariat of Communications: Sr. Carlos Mario Machain, Director General of Telecommunications; Arq. Hernan Lavalle Cobo, Technical Director General; and Dr. Angel Lapieza Elli, Director General of Broadcasting.**

**U.S. company representatives who participated were John Stonig, Edward Levine, and George Eustis, General Electric; Eric Leyton and E. C. Wiley, RCA; Charles Otis, Philco; Norman Parker and Frank Hilbert, Motorola; and Derek Swaine, Sylvania. Valuable assistance was provided by the Argentine affiliates and licensees of these firms.**

UNDER THE WIRE—the U.S. electronics industry shows its color TV system at exhibit in Argentina. L to R Jacobo Coriat, S.A. Motorola; John Stonig, IGE; George Eustis and Edward Levine, GE; Francisco Gavilanes, Channel 13, Eric Leyton, RCA. The American technicians got their system going in 12 days.

# Europeans becoming more aware of dental needs; U.S. to aim sales drive at Italy, Germany

## Continental dentists show high regard for quality of U.S. equipment, supplies; Milan, Frankfurt centers plan exhibits

How much regard do European dentists have for U.S. dental equipment?

A high regard, judging from sales figures. Over the past five years, American manufacturers have exported more than $68 million worth. The total in 1964 topped $15 million.

The Bureau of International Commerce (BIC) hopes sales of this equipment will be increased, and is aiming a two-pronged sales drive at European dentists through trade center shows in Italy and Germany.

First comes a show at the Milan Center next March 12-18. After this show ends, the Frankfurt Center will open its doors for a March 23-30 display.

They will be set up as separate exhibitions, but the arrangement will give U.S. businessmen an opportunity to tap both markets in one trip abroad.

BIC's Italian and German market surveys show U.S. dental equipment and supplies are known for their quality and technical advancement. Products with good sales potential include:

Abrasive wheels, silicon carbide disks and other materials, mounted points, carbide tipped burrs, aspirators, casting machines, clasps, compressors, complete air supply units, compressed air and gas valves, chairs and complete units, lamps, needles, syringes, wires, denture plastics, diamond instruments for ultra-speed, portable high-speed dynaclaves, electric mortars, finishing and polishing materials, forceps, impression compounds and accessories, inlay furnaces, tooth porcelain and ultrasonic cleaners.

Market prospects are favorable for two and three-tray accessory tables with standard and novelty components, autoclaves, cuspidors, sanitizers, X-ray equipment, motor-driven pulp testers, high-torque and low-speed air-driven handpieces operating at speeds to 20,000 r.p.m., air motors operating from 100,000 to 300,000 r.p.m., and numerous accessories and parts.

In Italy, an estimated 13,000 dentists and 17,000 dental technicians serve a population of more than 50 million. About two-thirds of the people now avail themselves of totally or partially free dental services provided by law.

In Germany, universal health insurance covers 85% of the population. Broad public health educational programs, including periodic dental examinations for school children, also have spurred widespread interest in dental treatment and dental esthetics.

Germany has about 32,500 dentists and 2,000 dental laboratories. The dental labs reportedly spend $5 million annually for materials. In addition, more than 5,000 dentists operate laboratories of their own.

**Write:** Bureau of International Commerce, (code 8195), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-2916), or from any of the Department's Field Offices.

## Latest scientific products displayed at London Center

The Trade Center in London is stocked with the newest in U.S. scientific instruments as 33 American Manufacturers are making a pitch for more overseas sales in a special show sponsored by the Department of Commerce.

The Department's Bureau of International Commerce (BIC) planned the show to help U.S. firms cash in on sales opportunities created by efforts of British industry, universities and government laboratories to boost the output of national research. The show opened Dec. 7 and will close on the 17th.

BIC's British market survey showed that the U.K. Government gives financial support to groups of firms forming associations for industrial research, further enhancing sales prospects for U.S. manufacturers.

British buyers, agents and distributors visiting the Trade Center will see U.S. devices for electronic and nuclear measuring, checking and testing; dust samplers for industrial clean-room control; microscopes, spectrophotometers, scales, weights and analytical balances; desk-top electronic digital computers and calculators; vibration analyzers, and laboratory glassware.

# U.S. machine tools now on display at Singapore show

## Sixteen manufacturers join bank, combination firms in BIC exhibit

A campaign to sell American machine tools to new industries in Singapore has been launched by the Department of Commerce at the Singapore Machine Tool Exhibition, which opened Dec. 5. It will close on the 19th.

Sixteen U.S. machine tool manufacturers have joined the Department's Bureau of International Commerce (BIC) in an exhibit of metalworking machines and equipment, including hand tools, welding equipment, hydraulic presses, sawing machines, lathes, grinders, and honing machines.

Also participating in the BIC exhibit are an American bank and two U.S. combination export managing firms.

The show is the last of 18 on BIC's schedule of international trade fair exhibits for 1965.

Preliminary results of 10 exhibits held during the first nine months of this year show the 370 participating U.S. firms recorded $2.7 million in cash sales and anticipated $33.3 million in follow-up sales over the next 12 months. They also appointed 210 agents to represent them in future commercial transactions abroad.

The U.S. machine tool sales campaign in Singapore follows the just-completed visit of a BIC-organized trade mission to Malaysia, Singapore and Hong Kong (Oct. 23-Nov. 11). The Mission carried with it proposals to sell American machine tools and other commercial products to the three Far East markets.

# 42 nations schedule fairs

## Numerous sales opportunities for U.S. manufacturers exist from Australia to Yugoslavia

Every six months, INTERNATIONAL COMMERCE publishes a list of world-wide trade fairs to help American manufacturers plan their participation for the coming year—and the year after that.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1966, and the management office is located in the host city. Tentative U.S. Government participation by the Department of Commerce is shown by *.

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

**Write:** Bureau of International Commerce, 8197, Department of Commerce, Washington, D. C. 20230.

### Australia

#### Adelaide

*April 22-30.* Adelaide Homes & Building Exhibition. RAS Showground, Box 4180, GPO, Sydney.

*April 2-26, 1969.* Royal Adelaide Exhibition. General. 12 Pirie St. Quinquennial.

#### Brisbane

*March 18-26.* The Telegraphic Homes Show. Building construction materials and supplies. Box 48, GPO, N. Brisbane.

*Aug. 11-20.* Agricultural, Industrial and Motor Show. GPO Box 122B, Brisbane.

#### Melbourne

*March 2-19.* Int'l Trade Fair. General. Melbourne Chamber of Commerce, 90 William St.

*April 21-30.* Ideal Home Show, 110 Jolimont Rd. Semi-annual.

*July 28-Aug. 6.* National Boat & Sporting Exhibition. 392 St. Kilda Rd. Box 2689.

*Sept. 2-10.* Int'l Homes Show. Industrial Public Relations Service of Australia (Vic) Pty., Ltd., 392 St. Kilda Rd.

#### Newcastle

*Sept. 7-10.* Trades and Industries Fair—Industrial Public Relations Service of Australia (Old) Pty., Ltd., 9 Astor Ct. Warf St., Brisbane. Biennial.

#### Perth

*Feb. 3-9.* Motor Show. 111 Hay St., West Perth.

*March 24-April 2.* Perth Homes & Industrial Fair. 254 Adelaide Terrace.

*March 26-April 2.* Engineering & Machine Tool Exhibition. 254 Adelaide Terrace.

#### Sydney

*Feb. 3-9.* Int'l Motor & Boat Show. C.A.1. House, 33 Riley St.

*Aug. 15-20.* Int'l Engineering & Industrial Exhibition. RAS Showgrounds, P.O. Box 4180 GPO. Biennial.

*Oct. 31-Nov. 4.* Int'l Spring Trade Fair. Clothing production. Industry. Industrial Public Relations Service of Australia Pty., Ltd., P.O. Box 4180, GPO.

### Austria

#### Graz

*April 30-May 8.* Int'l Fair & Exhibition of Breeding Stock. Grazer Messe G.m.b.H., Conrad Hoetzendorf Strasse 67. Semi-annual.

#### Klagenfurt

*Aug. 11-21.* Klagenfurt Fair. Timber. Valentin Leitgebstrasse 11.

#### Vienna

*March 13-20.* Int'l Spring Fair. General. Messepalass 1.

#### Wels

*Aug. 27-Sept. 4.* Austrian Agricultural Fair. Messebuero, Wels, Am Messegelande. Biennial (held alternately with Ried, Austria).

### Belgium

#### Antwerp

*May 16-21.* Int'l Labor & Industrial Film. Frankrijklei 128 A. Triennial.

#### Brussels

*Jan. 9-16.* Leather Goods Exhibition. Salon de la Maroquinerie, 52 Rue du Progres.

*Jan. 12-23.* Int'l Motor Show. 41-42 Boulevard Bischofshein.

*Jan. 29-Feb. 6.* Building Exhibit. 19 Av. du Boulevard.

*Feb. 13-20.* Int'l Agricultural Equipment & Products Show. 34 rue du Progres.

*Feb. 19-22.* Int'l Salon of Drugstore Items & Perfumery. 183 Ave. Edouard Benes.

*Feb. 25-March 6.* Int'l Exhibition of Gardening. 14, rue Duquesnoy.

*March 6-17.* Int'l Salon of Food Processing Machinery & Equipment. CEMA-EUROBA. B.E.N.A., 35 rue Ste Catherine.

*April 30-May 11.* Brussels Int'l Trade Fair. General. Palais du Centenaire.

*May 14-19.* Salon International de Material Didactique—SADIBEL. Int'l Centrum Rogier.

*Sept. 13-21.* Business Machines Exhibition—only members of association may exhibit. Chambre Syndicate Belge des Fabricants et Agents, Generaux de la Mecanographie.

#### Charleroi

*Sept. 16-25.* Int'l Technical & Industrial Exposition, Avenue de l'Europe. Biennial.

#### Ghent

*Jan. 28-Feb. 1.* Int'l Trade Fair of Textile & Clothing Industries—TEXTIRAMA. Textirama V.z.w. Koning Leopold 11 laan 44.

*Sept. 10-25.* Int'l Trade Fair. General. Palais des Floralies.

#### Liege

*May 21-June 5.* Int'l Trade Fair—mining and industrial machinery. 6 Ave. Malvoz.

*Sept. 10-25.* Ideal Home Exhibition & Commercial Fair. 6 Ave. Malvoz.

### Bulgaria

#### Plovdiv

*Sept. 18-Oct. 1.* Int'l Fair of Plovdiv. Bul-

**HOW A MERCURY outboard motor works is explained at the second annual U.S. Embassy trade fair in Lomé, Togo, early in 1965. Jean B. Jondok of the Embassy's Togolese staff pointedly provides the details.**

garian Chamber of Commerce, 11 a Stamboliisky, Sofia. Biennial.

## Canada

### Montreal

*Feb. 11-19.* National Agricultural Exhibition. 10819 St. Denis St.

*Feb. 13-17.* Canadian Sports Goods & Cycle Assn. Show. 11580 Poincare St.

*Feb. 21-28.* Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto 1.

*Feb. 24-March 1.* National Boat Show. 92 King St. East, Toronto (Canadians only).

*March 31-April 3.* British Motor Show. c/o Cooke, Toledo Motors, 2134 St. Catherine St., West Montreal.

*April 13-15.* Hospital Suppliers Exhibition. P.O. Box 116, Rosemont.

*May 17-20.* Canadian Plant Engineering & Maintenance Show. Trade Shows of Canada, 481 University Ave., Toronto. Biennial.

*Oct. 2-5.* Canadian Shoe & Leather Fair (Canadian exhibitors only). 2081 Aylmer St.

*Feb. 27-March 3, 1967.* Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto.

*April 28-Oct. 27, 1967.* Canadian Universal & International Exposition. Canadian Corporation for the 1967 World Fair, Place Ville-Marie.

*Oct. 1-4, 1967.* Canadian Shoe & Leather Fair. (Canadian exhibitors only). 2081 Aylmer St.

### Toronto

*Jan. 26-29.* Canada Farm & Industrial Equipment Trade Show. 4881 Yonge St. Willowdale.

*Feb. 4-12.* Canadian Boat Show. 85 King St. East.

*Feb. 7-10.* Canadian Hardware Show. 290 Merton St.

*Feb. 21-24.* Toronto Spring Gift Show. Show Merchandizing, Ltd., Seccombe House, 443 Mt. Pleasant Rd.

*March 11-19.* Canadian National Sportsmen's Show. Toronto Anglers' & Hunters' Assn., 85 King St. East.

*March 21-24.* Canadian Restaurant Assn. Convention & Exhibition. 60 Avenue Rd.

*April 1-9.* National Home Show. 1819 Yonge St.

*April 4-5.* Industrial Safety Equipment Exhibition. 90 Harbour St.

*May 2-5.* Plastics Show of Canada. 481 University Ave.

*May 2-5.* Materials Handling Exposition. 481 University Ave. Biennial.

*Sept. 26-29.* Toronto Fall Gift Show. 443 Mount Pleasant Rd.

*Oct. 17-20.* Int'l Food Festival (held alternately in Montreal and Toronto. Industrial & Trade Shows of Canada, 481 University Ave.

*Nov. 1-3.* National Packaging Exhibition. 25 Merton St. Biennial.

*May 1-5, 1967.* National Industrial Production Show. 481 University Ave. Biennial.

### Vancouver

*May 17-27, 1967.* British Columbia Int'l Trade Fair. 785 Hornby St., Triennial.

## Colombia

### Bogota

*Sept. 1-20.* Int'l Trade Fair. General. Corporacion de Ferias y Exposiciones S.A., Carrera 40. No. 20-C-67.

## Czechoslovakia

### Brno

*Sept. 11-25.* Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

## Denmark

### Aalborg

*April 28-May 1.* Scandinavian Hardware Trade Fair. Aalborg, Hallen, 17 Vesterbro.

### Copenhagen

*Feb. 8-13.* Scandinavian Boat Show. Skandinavisk Baadundstilling A/S 29 Skindergade.

*Feb. 10-13.* Danish Gift Fair. Leslie Christensen A/S, 44 Vodroffsvej.

*Feb. 25-March 6.* Int'l Electronics, Automation & Instruments Fair. Udstillingshallen Forum A/S, Julius Thomsens Plads.

*Feb. 27-March 2.* Scandinavian Men's Fashion Fair. Dansk Textil Messe, 1 Mindegade, Herning.

*March 18-28.* Copenhagen Confectioner Guild Exhibition. 4 Bredgade.

*March 19-24.* Danish Fashion Week. Dansk Textile Messe, 1 Mindegade, Herning.

*Apr. 1-8.* Motor Car & Recreation. Erhvervenes Udstillingsselskab Bella Centret A/S, 64 Hvidkildevej.

*April 15-24.* The Standard House 1966. Udstillingshallen Forum A/S, Julius Thomsens Plads.

*April 22-May 1.* Scandinavian Plastic Fair. Universal Fair & Exhibition Service, Ltd., 17 Blaagaardsgade.

*May 6-11.* Int'l Shoe & Leather Goods Exhibition. Udstillingshallen Forum A/S, Julius Thomsens Plads.

*May 12-15.* Danish Furniture Manufacturers Exhibition. Mobelfabrikantforeningen i Danmark, 8 Hellerupvej.

*May 12-16.* Int'l Shoes & Leather Goods Exhibition. Udstillingshallen Forum A/S, Julius Thomsens Plads.

*May 22-June 5.* Scandinavian Maritime Fair. Fyens Forum, Odense.

*May 24-27.* Int'l Piece Goods Fair—NORD-STOF 66. 17 Blaagaardsgade.

*June 23-July 3.* Int'l Food Exhibition. Erhvervenes Udstillingsselskab Bella Centret A/S, 64 Hvidkildevej.

*June 23-July 3.* Int'l Dairy Congress & Exhibition. Federation of Danish Dairy Assns.

*Sept. 9-18.* Int'l Exhibition of Office Furniture & Business Machines. Universal Fair & Exhibition Service, Ltd., 17 Blaagaardsgade.

*Oct. 21-30.* Copenhagen Trade Fair 1966. Erhvervenes Udstillingsselskab Bella Centret A/S, 64 Hvidkildevej.

*April 27-May 5, 1967.* Int'l Packaging Fair. Universal Fair & Exhibition Services, Ltd. 17 Blaagaardsgade.

*April 27-May 5, 1967.* Scandinavian Transport Fair. Universal Fair & Exhibition Service, Ltd., 17 Blaagaardsgade.

*May 16-21, 1967.* Int'l Hospital Fair. Fyens Forum, Odense.

*May 19-28, 1967.* Int'l Fisheries Fair. Universal Fair & Exhibitions Service, Ltd., 17 Blaadgaardsgade.

### Herning

*March 5-9.* Hosiery, Knitwear, Underwear & Allied Goods. Dansk Textile Messe, 1 Mindegade.

*Sept. 2-12.* Crafts & Industry Exhibition. A/S Herning-Hallen, 26 Ostergade.

*Sept. 9-18.* Int'l Exhibition of Office Furniture & Business Machines, 17 Blaagaardsgade.

## Ethiopia

### Addis Ababa

*Feb. 22-March 13.* U.S. solo exhibit.* Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. U.S. Department of Commerce, Washington, D.C. 20230.

## Finland

### Helsinki

*Sept. 15-25.* Int'l Trade Fair. General. Finnish Fair Corp. Helsinki-Toolo. Biennial.

*Feb. 10-19, 1967.* Boat & Camping Exhibition. Suomen Messut, Toolo.

## France

### Besancon

*Sept. 3-12.* Int'l Timepiece Exhibition. 54 Grande Rue.

### Bordeaux

*June 16-27.* Int'l Trade Fair. 12 Place de la Bourse.

### Cannes

*May 25-June 4.* Int'l Salon of Light Aircraft. 18 Bd. Maillot, Paris XVI. Biennial.

### Grenoble

*March 26-30.* Grenoble Int'l Salon of Winter Sports. Park Paul-Mistral.

### Lille

*April 23-May 8.* Int'l Trade Fair. Grand Palais, Lille, France.

### Lorient

*May 13-22.* Int'l Fisheries Fair. Quai des Indes. Biennial.

### Lyon

*March 26-April 4.* Int'l Trade Fair. General. Quai a Lignon.

*Oct. 1-4.* European Furniture Salon—MEUROPAM. Palace of Engineering, PRO-MEUROPAM—furniture upholstery material—held concurrently.

### Marseille

*March 24-April 4.* Salon Natique (boats, camping and sports exhibition). Parc Chanot.

### Metz

*Sept. 28-Oct. 9.* Int'l Trade Fair. General. 1-Avenue de l'Amphitheatre.

### Nancy

*June 2-13.* Nancy Trade Fair. General. 9 rue des Dominicains.

*Oct. 6-11.* Int'l material Show for Professional Safety. Parc des Expositions.

### Nice

*March 3-14.* Int'l Fair of Nice (tourism). 8 Place Massena.

### Oyonnax

*May 25-31.* Int'l Plastics Fair. Hotel de Ville.

### Paris

*Jan. 13-23.* Int'l Pleasure Boat Show. Face au 32, Ave. de New York, Paris 16.

*Jan. 16-21.* Exhibition of Leather Goods & Luggage. 2 rue Edouard VII, Paris 9e. Semi-annual.

*Jan. 19-24.* Int'l Furniture Supplies Show—APPROMEUBLE (held in conjunction with Furniture Show.) 22 Ave. Franklin Roosevelt. Biennial.

*Jan. 19-24.* Exhibition of Art Workshops. 45 rue des Petites Ecuries. Semi-annual.

**PROSPECTIVE BUYER carefully examines scrubbing machine shown by the American-Lincoln Corp. at plant maintenance show at Stockholm Trade Center.**

*Jan. 19-24.* Int'l Furniture Fair. 22 Av. Franklin Roosevelt.

*Feb. 3-8.* Int'l Exhibition of Electronic Components. 16 rue de Presles, Paris 15.

*Feb. 6-12.* Int'l Toys & Games Exhibition. 93 rue de Turenne, Paris 13.

*Feb. 13-15.* Men's & Boys' Apparel Show. PROMAS, 8 rue de Richelieu.

*Feb. 28-March 20.* Household Equipment & Furnishing. 15 Ave. de la Division-Leclerc.

*March 7-13.* Int'l Agricultural Machinery Show. 95, rue Saint Lazare.

*March 10-15.* Int'l Sound Festival, High Fidelity Stereo. S.I.E.R.E. 16 rue de Presles.

*April 14-18.* Int'l Fur Industries Show. 36 Ave. de l'Opera.

*April 15-24.* Int'l Show of Woodworking Machinery & Wood Industries (alternately in Paris and Lyon). Comite Intersyndical Expobois, 150 Blvd. Bineau, Neuilly. Biennial.

*April 15-24.* French Biennial Machine Tool Exposition (national show.) 40 rue du Colisee.

*April 16-21.* Women's Ready to Wear Show. 23 Rue Notre-Dame Des Victories.

*April 16-May 2.* Camping & Sporting

MOTHERS AND SISTERS of Mater Dei School, the largest Catholic girls' school in Thailand, were among the visitors to the audio-visual teaching aids show at the Bangkok Trade Center. They were particularly interested in acquiring a new model overhead projector displayed at the show by the 3M Co.

Goods Exhibition. 60 rue de la Victorie.

*May 12-27.* Int'l Exhibition of Public Works & Construction Equipment—EXPOMAT (held alternately with BATIMAT). 1 Ave. Niel. Biennial.

*May 18-30.* Int'l Exhibition of Home Maintenance & Cleaning Products. 23 rue Notre-Dame des Victories.

*May 18-30.* Int'l Trade Fair. 23 rue Notre Dame des Victories.

*May 18-30.* Int'l Pleasure Boat Show. Port Debilly, Face Av. 32, Ave. de New York.

*May 19-23.* International Equipment Exposition.* Fair management.

*May 20-30.* EUROPLASTIQUE Trade Fair. Plastic and rubber. EUROPLASTIQUE, 10 rue du Mont Thabor.

*May 23-27.* Int'l Textile Show. 10 rue d'Anjou.

*June 18-23.* Int'l Exhibition of Glassware, Earthenware, Crystalware & Chinaware. 32 rue de Parades.

*June 18-23.* Exhibition of Art Workshops. 45 rue des Petites Ecuries. Semi-annual.

*June 19-24.* Int'l Leather Exhibition. 2 rue Edouard VII.

*Sept. 8-13.* Int'l Leather Exhibition. 2 rue Edouard VII.

*Sept. 11-14.* Int'l Confectionery Show. 48 Ave. des Villiers.

*Sept. 11-19.* Jewelry & Goldsmith's Arts & Fancy Goods. 10 rue Charlot.

*Oct. 6-16.* Int'l Automobile & Cycle Show. Grand Palais Porte J.

*Oct. 13-22.* Int'l Office Equipment Fair—SICOB. 6 Place de Valois.

*Oct. 13-24.* Int'l Technical Exhibition of Hotel & Catering Equipment, 13 rue de Liege.

*Oct. 29-31.* Camping & Fishing Int'l Exhibit. SPODEX, 149 rue St. Honore.

*Oct. 30-Nov. 13.* Children's Show. 11 rue Anatole de la Forge. Games and toys.

*Nov. 5-8.* Children's Clothing Show. 11 rue Anatole de la Forge.

*Nov. 5-10.* Women's Ready to Wear Show. 23 rue Notre Dame des Victories. Semi-annual.

*Nov. 13-21.* Int'l Packaging Exhibition. 3 rue la Boetie. Biennial.

*Nov. 13-21.* Int'l Exhibition of Equipment for Food Industry. 121 Boulevard Haussmann. Biennial.

*Nov. 13-21.* Int'l Food Products Exhibition (part of Food Equipment Show). 121 Boulevard Haussmann. Biennial.

*Nov. 13-21.* Food Processing Equipment (part of Food Equipment Show). 121 Boulevard Haussmann. Biennial.

*Nov. 13-21.* Int'l Bottling Equipment & Related Industries Exhibition. 121 Boulevard Haussmann. Biennial.

*Nov. 13-21.* Int'l Dairy Equipment Show. 121 Boulevard Haussmann (part of Food Equipment Show). Biennial.

*April 1967.* Int'l Exhibition of Measurement, Control, Regulation & Automation—MESUCORA. 40 rue du Colisee. Held irregularly.

*June 1967.* Paris Int'l Aviation & Space Salon. 6 rue Galilee. Biennial.

*May 1968.* Int'l Energy Salon. 40 rue du Colisee. Quadrennial.

## Germany

### Berlin

*Jan. 28-Feb. 6.* Agricultural Machinery Fair—GREENWEEK. 22 Messedamm.

*March 4-13.* Int'l Boat Show & Water Sports Exhibition. 22 Messedamn.

*June 1-5.* Pharmaceutical & Medical & Technical Exhibition. Klingsorstrasse 21.

*Sept. 21-Oct. 2.* German Industries Exhibition. Messedamm 22.

*Nov. 4-13.* German Catering, Confectionery & Food Exhibition. Messedamm 22.

*Aug. 25-Sept. 3, 1967.* German Radio Exhibition. Radio, TV and records. Messedamm 22.

### Cologne

*Jan. 3-7.* Int'l Millinery Exhibition—IFADA. Fachverband. Hutindustrie e.V. Schildergasse 41-45, 5 Cologne 4.

*Jan. 25-30.* Int'l Furniture Fair.* Messe und Ausstellungs G.m.b.H. 5 Cologne. Biennial.

*March 3-6.* Int'l Trade Fair (household goods and hardware). Messe und Ausstellungs G.m.b.H. 5 Cologne. Semi-annual.

*April 22-24.* Int'l Babies' & Children's Fair. Cologne Fair Authority. Koeln-Detuz. Semi-annual.

*July 4-8.* Int'l Millinery Exhibition—IFADA. Fachverband Hutindustrie e.V. Schildergasse 41-45, 5 Cologne 4.

*Aug. 26-28.* Men's Fashion Week. Messe und Ausstellungs G.m.b.H., 5 Cologne.

*Sept. 9-11.* Int'l Trade Fair (Household goods and hardware). Messe und Ausstellungs G.m.b.H. 5 Cologne. Semi-annual.

*Sept. 24-28.* Int'l Bicycle & Motorcycle Exhibition—IFMA. Biennial. Messe und Ausstellungs G.m.b.H., 5 Cologne.

*Oct. 1-9.* Int'l Photographic & Motion Picture Exhibition—PHOTOKINA. Messe und Ausstellungs G.m.b.H., 5 Cologne. Triennial.

*Oct. 23-25.* Int'l Fair for Sporting Goods, Camping Requirements—SPOGA. Messe und Ausstellungs G.m.b.H., 5 Cologne.

*Sept. 1967.* General Provisions & Fine Foods Exhibition—ANUGA. Biennial. Messengelands, Cologne.

### Dortmund

*June 3-11, 1967.* Int'l School Exhibition. Schonhauser Str. 15.

### Duesseldorf

*June 11-15.* EUROSHOP 66 (modern shop-

fitting and display—supermarket and store equipment). Fair management.

*March 17-20.* German Footwear Sample Display. Limited to EEC member states. NOWEA Messegelande.

*March 20-23.* Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Schaferstrasse 25.

*April 24-27.* Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Schaferstrasse 25.

*May 12-18.* Int'l Packaging & Confectionery Machinery Fair—INTERPACK. NOWEA, Messegelande.

*Aug. 20-28.* Int'l Foundry Trade Fair—GIFA. NOWEA, Messegelande.

*Sept. 15-18.* Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Schaferstrasse 25.

*Oct. 23-26.* Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Schaferstrasse 25.

*May 26-June 8, 1967.* Int'l Printing & Paper Fair—DRUPA. NOWEA, Messegelande.

*October 1967.* KUNSTSTOFFE—Int'l Trade Fair for Plastics. NOWEA, Messegelande.

### Essen

*March 26-April 3.* Camping & Int'l Boat Show. Norbertstrasse 2.

*Sept. 17-25.* German Building Exhibition —DEUBAU. Norbertstrasse.

### Frankfurt

*Feb. 27-March 3.* Frankfurt Int'l Fair. Friedrich-Ebert-Anlage 57.

*March 20-27.* Gas Station & Garage Exhibition—INTERTAGE. Friedrich-Ebert-Anlage 57.

*March 30-April 4.* Frankfurt Fur Fair. Borsenstrasse 8.

*May 24-27.* INTERSTOFF. Clothing and textiles. Friedrich-Ebert-Anlage 57.

*Aug. 28-Sept. 1.* Frankfurt Int'l Fair. Friedrich-Ebert-Anlage 57. Semi-annual.

*Sept. 22-27.* Int'l Book Fair. Auslands- und Messeburo, Kleiner Hirschgraben.

*Nov. 29-Dec. 2.* INTERSTOFF. Clothing and textiles. Semi-annual. Friedrich-Ebert-Anlage 57.

*Sept. 14-26, 1967.* Int'l Automobile Exhibition. Westendstrasse 51. Biennial.

### Friedrichshafen

*May 13-22.* Int'l Fair of Lake Constance. General. Riedlepark, Messegelande.

### Hamburg

*Jan. 20-26.* German Boat Exhibition. 2 Hamburg 36.

*March 4-6.* North German Textiles & Clothing Fair. Planten und Blomen. Ausstellungspark der Freien und Hansestadt Hamburg am Dammtor, 2, Hamburg 36.

*March 17-23.* National German Hotel & Catering Exhibition. Planten und Blomen, Ausstellungspark der Freien und Hansestadt Hamburg 36, am Dammtor.

### Hanover

*April 29-May 8.* German Aviation Exhibition. Bundesverband der Deutschen Luft-und Raumfahrtindustrie e.V. 532 Bad Godesberg.

*April 30-May 8.* Hanover Fair.* Messegelande, 3 Hanover.

*Jan. 21-29, 1967.* CONSTRUCTA II—Int'l Building Exhibition (prefabricated components). Deutsche Messe und Ausstellungs A. G. Hanover.

*April 29-May 7, 1967.* Hanover Fair. Messegelande, 3 Hanover.

*September 1967.* European Machine Tool Exhibition. Verein Deutscher Werkzeugmaschinenfabriken e.V. (VDW) am Hauptbahnhof 6, 6 Frankfurt/M.

### Leipzig

*March 6-15.* Leipzig Int'l Spring Fair. General. Leipziger Messeamt, Hainstrasse 18. Semi-annual.

*Sept. 4-11.* Leipzig Int'l Autumn Fair. General. Leipziger Messeamt, Hainstrasse 18. Semi-annual.

### Munich

*March 19-27.* German Construction Machine Exhibition—BAUMA. Verein Ausstellungspark, Muenchen e.V., 8 Munchen 25, 7 Radlkoferstrasse.

*March 19-27.* Int'l Trade Fair of Building Materials, Construction Parts & Interior Finishing. 8000 Muenchen 12, 13 Theresenhoehe.

*May 12-22.* Int'l Small Enterprise Fair. Handicrafts. 8000 Muenchen 12, 14 Theresenhoehe.

*July 4-9.* Int'l Dairy Machinery Exhibition of DIG. Deutsche Landwurtschafts G.m.b.H. Frankfurt/Main, 16 Zimmerweg.

*July 26-30.* Int'l Exhibition VI Int'l. Congress on Clinical Chemistry. 8000 Munich 49.

*Aug. 14-19.* Int'l Exhibition of Ophthalmological Equipment. Kongressbuero, 8 Muenchen 12, 8 Beethovenstrasse.

*Sept. 17-25.* Int'l Exhibition of Groceries & Delicatessen. 8000 Munich 12, Theresenhohe 13.

*Oct. 20-26.* ELECTRONICA—Electric components. Baumusterschau, 8 Muenchen 25, 16 Radlkoferstrasse.

### Nuremberg

*Feb. 13-18.* Int'l Toy Fair. Berliner Platz 24, 8500 Nuremberg.

### Offenbach

*Feb. 26-March 2.* Int'l Leather Goods Fair. Kaiserstrasse 108-112, 605 Offenbach/Ml.

*Aug. 27-Sept. 1.* Int'l Leather Goods Fair. Kaiserstrasse 108-112, 605 Offenbach/Ml.

### Saarbrucken

*April 16-24.* Int'l Trade Fair. Messegelande. 66 Saarbrucken.

### Stuttgart

*March 30-April 3.* Int'l Oil & Gas Heating Fair—INTHERM. Federal Assn. for Oil & Gas Heating, 741 Reutlingen/Wuert, Mozartstrasse 60.

*May 11-14.* Int'l Hospital Exhibition—INTERHOSPITAL (held alternately in Cologne).* Stuttgarter Ausstellungs G. m.b.H. 7000 Stuttgart N.

*Sept. 23-27.* Int'l Druggists Fair—INDROFA 66. Stuttgarter Ausstellungs G.m.b.H., 7000 Stuttgart N.

*April 4-9, 1967.* Int'l Oil & Gas Heating Fair—INTHERM. Federal Assn. for Oil & Gas Heating, 741 Reutlingen/Wuert, Mozartstrasse 60.

*June 8-11, 1967.* Int'l Revolving Shutter Products Fair. Shutters, louvers, awnings. 8 Stuttgart 1. Biennial.

## Between shows

An export sales method which is becoming more popular is using the display space of United States Trade Centers between their regularly scheduled shows.

Two firms, for example, recently used the trade centers in Tokyo and Stockholm, and came away with impressive orders (*International Commerce*, Dec. 6, p. 20).

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the trade center director directly. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the trade centers are:

Bangkok—James Shiels (acting); Frankfurt—Wolfgang Robinow; London, Donald S. Kilby; Milan—Martin Stahl; Stockholm—Wallace H. Pederson; and Tokyo—T. Howard Peters.

The six centers operate eight to ten regularly scheduled shows each year. The interval between shows last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

### Wiesbaden

*March 20-22.* Int'l Sport Articles Special Fair. Langgasse 17, 62 Wiesbaden.

## Great Britain

### Blackpool

*Jan. 17-20.* Int'l Slipper Fair. Spencer House, South Place, London, E.C. 2.

*Jan. 31-Feb. 2.* Int'l Gifts & Fancy Goods Fair. Trade Promotion Services, Ltd., St. Dunstan's House, Carey Lane, London, E.C. 2.

*Feb. 15-17.* Int'l Domestic Textiles Exhibition. Sunlight House, Quay St., Manchester 3.

*Feb. 21-26.* Northern Hotel & Catering Trades Exhibition. Exhibitions, Ltd., Bostel House, Brighton, Sussex.

### Birmingham

*Feb. 11-26.* Boat & Caravan Show (boats, caravans, camping, photographic equipment). 167 Garrison Lane.

*May 18-26.* Foundry Exhibition. Industrial Presentations, Ltd., 64 Pembroke Rd., London W 8.

### Brighton

*Jan. 30-Feb. 3.* British Toy Fair. Trade Promotion Services, Ltd., St. Dunstan's House, Carey Lane, London, E.C. 2.

*Feb. 28-March 3.* Smallwares Trade Fair. Trade & Technical Exhibitions, Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C. 4.

*July 15-23.* Antiques Fair. 174a Kensington Church St., London, W. 8.

### Harrogate

*Jan. 8-13.* Int'l Toy Fair. Finsbury Court, Finsbury Pavement, London, E.C. 2.

*July 12-14.* Great Yorkshire Show (agricultural, machine, trade stands, livestock, horticulture, wool, hives, honey). Yorkshire Agricultural Society, Cliftonfield, Shipston Rd., York.

*July 18-21.* Gift Fair. Hagg St., Colne, Lancashire.

*Sept. 27-29.* NAO Men's & Boys' Wear Exhibition. National Association of Outfitters, 21 Cavendish Place, London W.1.

*September.* Northern Antique Dealers' Fair. 408 Leeds Rd., Bradford 3, Yorkshire.

*September.* Northern Floor Covering Fair. Industrial & Trade Fair, Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C. 1.

### Leeds

*March 1-3.* Engineering Industries Exhibition. 7 Park Square.

*March 21-25.* Business Efficiency Exhibition (held in London in the fall). 64 Cannon St., London, E.C. 4.

*May 7-21.* Yorkshire Ideal Homes Exhibition. Queen's Hall, Sovereign St.

*Sept. 28-Oct. 8.* Beer, Wines & Spirits Trade Fair. Modern Exhibition Services, Ltd., Queen's Hall, Sovereign St.

### London

*Jan. 5-15.* Int'l Boat Show. 31 Great Queen St., Kingsway.

*Jan. 18-27.* Int'l Hotel & Catering Exhibition. 1 Dorset Bldgs., Salisbury Square. Biennial.

*Jan. 25-27.* Amusement Trades Exhibition. 19 Charing Cross Rd.

*Jan. 31-Feb. 4.* Int'l Furniture Exhibition. B.F.M. Exhibitions, Ltd., 17 Berners St.

*Feb. 7-11.* Leather Goods, Luggage & Handbag Fair. The Leather Institute, 8 St. Thomas St.

*Feb. 14-18.* Int'l Domestic Lighting Exhibition. Exhibitions, Ltd., 35 Dover St.

*Feb. 21-24.* Int'l Display Market Week. National Display Equipment Assn. 2 Caxton St.

*Feb. 21-25.* Int'l Men's & Boys' Wear Exhibition—IMBEX 66. Int'l Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St.

*Feb. 21-25.* Int'l Carpet, Linoleum & Floor Covering Fair and Carpet Production Exhibition. Industrial & Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St.

*Feb. 21-25.* Interior Design & Contract Furnishings Exhibition. Industrial & Trade Fairs, Ltd., 1-19 New Oxford St.

*March 1-26.* Ideal Home Exhibition. Associated Newspapers, Ltd., Exhibition Dept. Harmsworth House, Bouverie St.

*March 14-18.* Oil & Technical Exhibition of Colour Chemists. Raw materials, plant and equipment used in paint, varnish, printing and allied. Oil & Chemists Assn., Wax Chandlers' Hall, Gresham St.

*March 14-17.* Stationery Trade Fair (stationery and office equipment). 6 Wimpole St.

*March 18-26.* National Stamp Exhibition—STAMPEX 66. Philatelic Traders Society, Ltd., 2 Clement's Inn.

*March 23-30.* Int'l Electrical Engineers Exhibition. Museum House, Museum St. Biennial.

*March 28-31.* The Physics Exhibition. Scientific instruments and apparatus and examples of use of physics in industry. U.T.P. Exhibitions, Ltd., 3 Racquet Court, Fleet St. 47 Belgrade Sq.

*April 14-22.* Int'l Heating, Ventilating & Air Conditioning Exhibition—HEVAC. Industrial Exhibitions, Ltd., 9 Argyll St. Biennial.

*April 18-21.* Meat Machinery Butchers' Suppliers Exhibition. Trade & Technical Exhibition, Ltd., 1 Dorset Buildings, Salisbury Square. Biennial.

*April 18-21.* Shopfitting & Self-Service Exhibition (equipment for retailers). 1 Dorset Buildings, Salisbury Square.

*April 18-22.* Int'l Pipes & Pipelines Exhibition. Technical Exhibitions Ltd., 3/4 Clement's Inn. Biennial.

*April 18-22.* Int'l Industrial Finishes Exhibition. Technical Exhibitions Ltd., 4 Clement's Inn. Biennial.

*April 18-22.* Int'l Tableware Fair. Trade Exhibitions, Ltd., Exhibition House, Spring St.

*April 20-May 1.* The Campers Show.

FINISHING TOUCHES to a key demonstration at the 1965 Barcelona Samples Fair draw smiles, curiosity.

Trades Exhibition, Ltd., Exhibition House, Spring St.

*April 25-28.* Presentation of Children's & Teenage Fashions. 22 New Cavendish St., Portland Place. Semi-annual.

*May 2-11.* Gauge & Tool Exhibition. Standbrook House, 2-5 Old Bond St.

*May 6-11.* National Angling Show. 145 Oxford St.

*May 10-20.* Int'l Mechanical Handling Exhibition & Materials Handling Convention. Dorset House, Stamford St. Biennial.

*May 10-21.* Industrialized Building Systems & Components Exhibition. Prefabricated building units, materials and components. Biennial. 1-19 New Oxford St. Commonwealth House.

*May 23-28.* Int'l Instruments, Electronics & Automation Exhibition. Industrial Exhibitions, Ltd., 9 Argyll St. Biennial.*

*June 4-9.* Footwear Components Exhibition. 6 Pembroke House, Upperton Rd., Eastbourne, Sussex.

*June 6-9.* Int'l Leather Fair. 84/88 Great Eastern St.

*June 8-23.* Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

*June 15-24.* Int'l Chemical & Petroleum Engineering Exhibition. F. W. Bridges & Sons, Ltd., Commonwealth House, 1-19 New Oxford St.

*July 5-8.* Int'l Optical Trade Fair. Ophthalmic Exhibitions, Ltd. Columbia House, 69 Aldwych.

*July 5-8.* Int'l Official Trade Fair. Hospital and medical. Ophthalmic Exhibitions, Ltd., Columbia House, 69 Aldwych.

*July 14-23.* Int'l Laundry, Dry Cleaning & Allied Trades Exhibition. F. W. Bridges & Sons, Ltd., Commonwealth House, 1-19 New Oxford St. Quadrennial.

*Sept. 1-17.* British Food Fair. 3 Lygnon Place. Biennial.

*Sept. 9-24.* Int'l Handicrafts, Homecrafts & Hobbies Exhibition. Link House, Dingwall Ave., Croydon, Surrey.

*Sept. 12-16.* Fluid Power Int'l Exhibition (hydraulic, pneumatic and related control equipment). Commercial Exhibitions, Ltd., The Tower, Shepherds Bush Road. Biennial.

*Sept. 13-22.* European Do-it-Yourself Trade Fair. 52 Shaftesbury Ave.

*Sept. 23-Oct. 1.* Int'l Commercial Motor Transport Exhibition. Forbes House, Halkin St. Biennial.

*Oct. 3-6.* Shoes for Spring Exhibition. 22 Gilbert St.

*Oct. 4-12.* Business Efficiency Exhibition (business machines and equipment). 64 Cannon St.

**OPENING DAY of the Tokyo Trade Center teaching aids show was also the closing day of the National Teachers Convention in Tokyo. After the teachers wound up their activities many came to see what American companies were displaying in the way of advanced teaching aids. Japan tops the world in literacy.**

*Oct. 17-21.* Food Packaging Exhibition. B.P.S. Exhibitions Ltd., 6 London St. Biennial.

*Oct. 21-31.* Int'l Motor Exhibition. Forbes House, Halkin St.

*Oct. 24-28.* Int'l Timber Exhibition—TIMBEX. Trades Exhibitions, Ltd., Exhibition House, Spring St.

*Oct. 25-28.* Royal Dairy Show. 17 Devonshire St.

*October.* NCWA Junior Fashion Fair. National Children's Wear Assn., 40-42 Oxford St. Semi-annual.

*October.* Int'l Plumbing & Central Heating Exhibition. Exhibitions & Presentations Ltd., 43/46 New St., Birmingham 2.

*Nov. 14-19.* Public Works & Municipal Services Congress & Exhibition. Municipal Agency, Ltd., 3 Clement's Inn, Strand. Biennial.

*Nov. 15-18.* Int'l Reinforced Plastics Exhibition. Technical Exhibitions Ltd., 3 Clement's Inn, Strand. Biennial.

*Dec. 5-9.* Royal Smithfield Show & Agricultural Machinery Exhibition. Forbes House, Halkin St.

*Dec. 8-10.* Int'l Poultry Show. Dorset House, Stamford St.

*February 1967.* Int'l Hardware Trades Fair. Universal Exhibitions, Ltd., 9 Castle Place, High Wycombe, Buckinghamshire.

*March 13-17, 1967.* Int'l Laboratory Apparatus & Materials Exhibition. U.T.P. Exchange, Ltd., 3 Racquet Court, Fleet St.

*April 3-7, 1967.* Dairy Engineering Exhibition. Trades' Markets & Exhibitions Ltd., 623/4 Grand Buildings, Trafalgar Square.

*April 1967.* London Int'l Engineering Exhibition. Commonwealth House, 1-19 New Oxford St.

*May 23-26, 1967.* Radio & Electronic Component Show. Industrial Exhibitions Ltd. 9 Argyll St.

*May-June 1967.* Int'l Hospital Equipment & Medical Services Exhibition. Walmar House, 288 Regent St. Biennial.

*May 1967.* Int'l Packaging Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate, Manchester 3. Biennial.

*May 1967.* Int'l Photo Fair. British Organizers Ltd., 52 Grafton Way. Biennial.

*June 21-July 1, 1967.* Int'l Plastics Exhibition. Lliffe Exhibitions, Ltd., Dorset House, Stamford St. Biennial.

*June 1967.* World Fishing Exhibition. The Towers, Shepherds Bush Rd. Biennial.

*June 1967.* Int'l Filtration Exhibition. FILTECH Exhibition, Ltd., 10 Peaks Hill, Purley, Surrey. Biennial.

*June 1968.* Int'l Machine Tool Exhibition. 25-28 Buckingham Gate. Quadrennial.

*November 1967.* Industrial Photographic & TV Exhibition. Industrial & Trade

Fairs, Ltd., Commonwealth House, 1-19 New Oxford St. Biennial.

*November 1967.* Int'l Building Exhibition. Building Trades Exhibition Ltd., 11 Manchester Square. Biennial.

### Manchester

*March 8-26.* Brighter Homes Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

*March 28-April 1.* Confectionery Trades Exhibition. Contemporary Exhibitions Ltd,. 14 New Burlington St., London W. 1. Biennial.

*May 10-21.* Grocers' and Allied Trades Exhibition. 391-93 Corn Exchange. Biennial.

*Sept. 12-17.* Heating, Ventilating & Industrial Equipment Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

*Oct. 11-22.* Building Trades Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate. Biennial.

*Nov. 8-19.* Do-it-Yourself & Hobbies Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

### Shepton

*June 1-4.* Bath & West Agricultural Show. Livestock, agricultural equipment and commercial, 3 Pierrepont St., Bath, Somerset.

## Greece

### Athens

*Jan. 15-23.* Shoe & Leather Exposition. 64 Penepistimiou St., Room 5.

### Thessaloniki

*September.* Int'l Fair of Thessaloniki. General. Fair management.

## Hong Kong

### Hong Kong

*Dec. 7-Jan. 10, 1966.* Hong Kong Products Exhibition. 64-65 Connaught Road C.

## Hungary

### Budapest

*May 20-30.* Budapest Industrial Fair. General. Budapest Exhibition Office, Budapest XIV, Varosliget.

## India

### Ahmedabad

*Jan. 25-Feb. 24.* Petrochemicals 1966. Exec. Sec. Guyart Chamber of Commerce, P.O.B. 162.

### Madras

*Jan. 31-Feb. 6.* Indian Leather Fair. c/o Central Leather Research Institute, Adyar, Madras 20.

*Dec. 25-Jan. 31, 1967.* Indian Int'l Trade & Industries Fair. All India Manufacturer's Organization, Delhi State Bldg., 30 Feroz Show Rd., New Delhi.

### New Delhi

*Dec. 4-9.* Int'l Foundry Congress. 107 Golf Links.

## Ireland

### Belfast

*May 25-28.* Annual Show & Industrial Exhibition. Agricultural. The King's Hall, Balmoral Show Grounds.

### Dublin

*May 3-7.* Dublin Spring Show. Royal Dublin Society, Ball's Bridge.

*Sept. 26-30.* Irish Packaging Exhibition. 41 Wellington Place.

## Israel

### Tel Aviv

*June 21-July 6.* Tel Aviv Int'l Fair. General. P.O.B. 3259, Near East Exhibition Co., Ltd. Biennial.

## Italy

### Bari

*Sept. 9-22* Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

### Florence

*April 24-May 8.* Int'l Handicraft Fair. Piazza della Liberta 1.

### Genoa

*Feb. 5-15.* Int'l Boat Show & Int'l Show for Camping Caravans. Genoa Int'l Fair.

*Oct. 15-23.* Int'l Exhibition of Welding & Welded Construction. Genoa Int'l Fair. Biennial.

### Milan

*Jan. 22-26.* Italian Leathergoods Show. Via Leopardi, 14.

*Feb. 6-13.* Int'l Toy Show. Via Piatti 4.

*March 23-27.* Milan Fur Fair. COMIS, Via Turati 7.

*April 14-25.* Int'l Samples Fair. Via Domodossola.

*October.* Italian Machine Tool Exposition (national show). Corso Matteotti 11.

### Padua

*May 31-June 13.* Int'l Samples Fair. Via N. Tommaseo 59.

### Palermo

*May 26-June 9.* Int'l Mediterranean Fair. General. Fiera del Mediterraneo Campionaria.

### Parma

*September.* Int'l Fair for Preserved Food & Packaging. Via Cavestro 3.

### Rome

*June.* Int'l Electronic & Nuclear Energy Exhibition & Congress. Via Crescenzio 9.

### Trieste

*June 21-July 5.* Int'l Trade Fair. General. Viale Ippodromo 18.

### Turin

*Feb. 12-21.* Int'l Ready-to-Wear Clothing Mart—SAMIA. Corso Massimo d'Azeglio 15.

*March 18-31.* Int'l Household Equipment & Supply Exhibition. Corso Massimo d'Azeglio 15.

*April 29-May 10.* Italian Marketing Exhibition of High Quality Shoes and Leather Goods. Via Santa Teresa 22.

*April 29-May 10.* Exhibit of Perfumes & Cosmetics. Esposizioni, S.p.A. Corso Massimo d'Azeglio 15.

*June 4-12.* Int'l Aeronautical Exhibition (aircraft and airport equipment). Corso Massimo d'Azeglio 15.

*September.* Int'l Technical Exposition. Corso Massimo d'Azeglio 15.

*Nov. 3-13.* Int'l Motor Show. 60 Corso Galileo Ferraris.

### Verona

*Feb. 2-7.* Int'l Exhibition of Earth-Moving & Building Machinery. Casella Postale 199, Vialedel, Lavoro.

*March 13-21.* Int'l Agricultural Fair. Palazzo del Pallone.

## Japan

### Osaka

*April 9-29.* Osaka Int'l Trade Fair.* General. Honmachi-Bashi Higashi-ku. Biennial.

*Oct. 15-26.* Int'l Machine Tools Trade Fair. Honmachi-Bashi Higashi-ku.

### Tokyo

*April 1967.* Tokyo Int'l Trade Fair. General. 1, 3-chome, Marunouchi, Chiyoda-ku. Biennial.

## Libya

### Tripoli

*Feb. 28-March 20.* Int'l Trade Fair. General. P.O. Box 891.

## Luxembourg

### Luxembourg

*May 26-June 5.* Int'l Trade Fair. Consumer Goods. Avenue Victor Hugo, Case Postale 110.

## Malta

### Valletta

*July 1-15.* Int'l Trade Fair. General. Villa Parisio NAXXAR.

## Mexico

### Mexico City

*July 4-16.* U.S. solo exhibit.* Department of Commerce, Washington, D.C. 20230.

## Morocco

### Casablanca

*April 28-May 15.* Casablanca Int'l Fair. General. Rue Jules Mauran.

## Netherlands

### Amsterdam

*Jan. 3-6.* HORECAVA—National Trade Fair for Hotel, Restaurant, Cafe, and Associated Operations. RAI—Gebouw N.V. Europaplein 8.

*Jan. 17-22.* Agricultural Implement Exhibition (Het Landbouwwerktuig). RAI Gebouw N.V. Europaplein 8. Biennial.

*Feb. 3-13.* Int'l Exhibition of Commercial Vehicles. RAI Gebouw N.V. Europaplein 8. Biennial.

*Feb. 24-March 6.* Exhibition of Caravans & Accessories. RAI Gebouw N.V. Europaplein 8.

*Feb. 24-March 6.* Int'l Exhibition of Motorcycles, Scooters, Bicycles, and Motorized Bicycles. RAI Gebouw N.V. Europaplein 8. Biennial.

*March 18-27.* Watersports & Camping Equipment. RAI Gebouw N.V., Europaplein 8. Biennial.

*Sept. 20-28.* Efficiency Fair. RAI Gebouw N.V. Ferd. Botstraat 155.

*Feb. 16-26, 1967.* Int'l Automobile Show. RAI Gebouw N.V., Europaplein 8. Biennial.

*April 7-16, 1967.* Int'l Household Fair. No. 94, Gerrit van der Veenstraat.

*April-May, 1967.* Int'l Packaging Exhibition MACROPAK. Royal Netherlands Industries Fair. Vredenburg, Utrecht.

*Sept. 21-Oct. 1, 1967.* Int'l FIRATO Exhibition. Radio, TV and electronics. Minervalaan 82. Biennial.

### Rotterdam

*May 18-22.* European Heating, Airconditioning & Refrigeration Exposition. Fair management.

*Sept. 12-15.* Int'l Bakery Exhibition. Sweelinckplein 64, Den Haag.

### Utrecht

*Jan. 3-7.* Winter Leathergoods & Luggage Fair. Vredenburg. Semi-annual.

*Jan. 17-20.* KEUR '66. Handicraft and luxury articles associated with handicraft industry. Royal Netherlands Industry Fair, Vredenburg.

*Feb. 7-10.* Trade Fair Union of Ice Cream Producers and French Fried Potato Bakers. Royal Netherlands Industry Fair, Vredenburg.

*March 7-15.* Utrecht Int'l Trade Fair. Technical and consumer goods. Royal Netherlands Industries Fair, Vredenburg.

*April 12-14.* Int'l Shoe Fair. Royal Netherlands Industries Fair, Vredenburg.

*April 15-20.* National Educational Fair. School furniture, school and educational supplies, books. Royal Netherlands Industry Fair, Vredenburg.

*April 25-29.* ROKA Foodstuff Exhibition. Royal Netherlands Industries Fair. Vredenburg. Biennial.

*June 20-24.* Winter Leather Goods & Luggage Fair. Vredenburg. Semi-annual.

*Sept. 5-13.* INTER-DECOR Trade Fair. Textiles for home furnishings. Royal Netherlands Industries Fair, Vredenburg.

*Sept. 5-13.* Utrecht Int'l Trade Fair. Consumer Goods. Royal Netherlands Industries Fair, Vredenburg.

*Sept. 5-13.* HET KIND (the child), held in conjunction with Utrecht Fall Fair. Royal Netherlands Industries Fair, Vredenburg.

*Sept. 5-13.* INTERTONE. Musical instruments, held in conjunction with Utrecht Fall Fair. Royal Netherlands Industries Fair, Vredenburg.

*Sept. 20-24.* EUROFINISH/VOM. Metal finishing. Royal Netherlands Industries Fair, Vredenburg. Biennial.

**PRESS PREVIEW of analytical measuring equipment show at the London Trade Center drew nearly 40 of Britain's leading trade and technical publication editors. D. J. Welch, editor of 'Metalworking Equipment News,' gets details from C. T. Austin on new features of a hardness tester.**

*Sept. 29-Oct. 1.* Ornithophilia. Royal Netherlands Industries Fair, Vredenburg.

*Oct. 19-26.* Int'l Plastics Fair—MACROPLASTIC. Royal Netherlands Industries Fair, Vredenburg.

*March 6-14, 1967.* Utrecht Int'l Trade Fair. Technical and consumer goods. Royal Netherlands Industries Fair, Vredenburg.

*Sept. 4-12, 1967.* Utrecht Fall Fair. Royal Netherlands Industries Fair, Vredenburg.

*October 1967.* MACHEVO—Machinery and equipment. Royal Netherlands Industries Fair. Vredenburg. Biennial.

*November 1967.* Furniture & furnishings Trade Fair. Royal Netherlands Industries Fair, Vredenburg.

## Pakistan

### Karachi

*March 5-April 15.* Pakistan Trade Fair. Pakistan Exhibit Corp., Ltd., Farid Chambers, Victoria Rd.

## Peru

### Lima

*October 1967.* Pacific Int'l Trade Fair. General. Apartado 4900. Biennial.

## Poland

### Poznan

*June 12-26.* Poznan Int'l Fair. General. UI Glogowska 14.

## Portugal

### Lisbon

*June 9-23.* Int'l Trade Fair. General. Portuguese Industrial Assn. Avenida de India.

## Scotland

### Glasgow

*Feb. 15-19.* Scottish Dairy Show. Glasgow Agric. Society. 24 Beresford Terrace, Ayo.

*April 19-30.* Scotland's Food Exhibition. City Hall, Deansgate, Manchester 3, England.

*Sept. 12-16.* Licensed Hotel Caterers & Allied Trades Exhibition. Dorset Bldgs., Salisbury Square, London, E.C. 4.

## South Africa

### Johannesburg

*March 29-April 11.* Rand Easter Show and Industrial Exhibition. General. Witwatersrand Agricultural Society, P.O. Box 4344.

## Southern Rhodesia

### Bulawayo

*April 28-May 7.* Central African Trade Fair & Exhibition. Central African Trade Fair, P.O. Box 3384.

## Spain

### Barcelona

*Feb. 19-March 6.* Int'l Nautical Fair. Av. Maria Cristina.

*March 4-13.* Monographic Exhibit of Packaging Materials. Calle Alfonso X, No. 4, Madrid.

*April 14-24.* Automobile Show. Palacio No. 1, Avenida Maria Cristina.

*June 1-5.* Int'l Samples Fair. General. Palacio No. 1, Avenida Maria Cristina.

### Bilbao

*March 3-12.* Technical Fair of Electrical Industry & Mechanical Handling Equipment (foundry equipment, machines, installations, and materials for casting.) Feria de Muestras de Bilbao, Apartado 468. Biennial.

*March 3-12.* Italian Machine Tool Fair (national fair). Apartado 468.

### Elda

*Sept. 1-9.* Int'l Shoe Industry Fair of Elda. Fair management, Elda.

### Madrid

*March 8-18.* U.S. solo exhibition.* Commercial and industrial refrigeration equipment. U.S. Department of Commerce, Washington, D.C. 20230.

### Murcia

*March 25-April 10.* Int'l Canning Fair. Feria Internacional de la Conserva y Alimentacion.

### Seville

*April 10-30.* National Samples Fair. General. Plaza Triunfo 7.

### Valencia

*May 1-15.* Int'l Samples Fair. General. Apartado N. 476.

### Better this year

It was a good year for trade fairs, and next year promises to be even better.

Officials of the Bureau of International Commerce feel this way for several reasons.

One is the shift away from emphasis on the large horizontal all-inclusive fairs to the specialized shows, a turn which began last summer for the U.S. at the large trade fairs in Essen and Cologne, Germany. At the Essen show, the most common phrase of German and European businessmen was, "Let's visit the U.S. exhibit and see what the latest products are in this field from the United States."

And the major fairs themselves, say BIC officials, are now beginning to recognize this trend themselves.

Another reason for optimism is the success of two fairs in the less-developed countries of Peru and El Salvador. Here the United States, in order to exhibit, put on a crowd-pleasing and a selling show. BIC officials wondered if the businessmen would "brave the public." The answer was a ringing "yes." More of these fairs are planned in 1966.

## Surinam

### Paramaribo

*Sept. 30-Oct. 12.* Surinam Trade Fair. General. Gravenstraat 7.

## Sweden

### Gothenburg

*Jan. 19-23.* Scandinavian Lighting Fair. Skandinavisk Belysningsmassa, Box 56, Markaryd.

*May 6-15.* Int'l Swedish Industries Fair. General. Postgiro 12484.

*June 3-10.* VAG 66. Conference of Nordic Roadtechnical Assn. Kungsportsavenyen 2.

### Halsingborg

*Sept. 16-25.* Int'l Trade Fair. General. AB Halsingborgsutstallningar, Hamntorget, Halsingborg.

*Aug. 31-Sept. 10, 1967.* Int'l Maritime Exhibition. AB Halsingborgsutstallningar Helsingborg Ex, Ltd., Hamntorget.

### Jonkoping

*June 2-12.* Agricultural & Industrial Fair —ELMIA. Rosenlundshallen.

### Malmo

*Jan. 21-30.* Malmo Int'l Boat Show. AB Malmo Batutstallning, Box 10, Kullavik.

*May 15-18.* Furniture Fair. Skane Massen, Box 19015.

*June 3-12.* Swedish Samples Fair. General. P.O. Box 19015.

*Sept. 20-22.* Shoe Fair. Skanemassan, Stadiongatan 25, Box 19015.

### Stockholm

*March 17-28.* Int'l Boat Show. Storangsgaven 18.

*Sept. 1-12. St.* Erik's Fair. General. Storangsvagen 18.

## Switzerland

### Basel

*Feb. 8-17.* Int'l Mechanical Handling Exhibition—IFM. Schweizer Mustermesse.

*April 16-26.* Swiss Industries Fair. General. 4000 Basel 21.

*May 13-22.* Int'l Baker & Confectioner Show. 9 Seilerstrasse, 3000 Bern.

*June 24-28.* DIDACTA—European Educational Materials Fair. Swiss Industries Fair, Int'l Exhibition Dept. 4000 Basel 21.

*Sept. 24-Oct. 2.* Int'l Exhibition of Woodworking, Machinery, Tools & Wood Preserving Products—HOLZ. Schweizer Mustermesse, 4000 Basel 21. Biennial.
*Sept. 8-14.* NUCLEX 66—Int'l Nuclear Industries Fair. NUCLEX 66, Basel.
*Oct. 17-22.* ILMAC—Int'l Congress & Exhibition of Laboratory, Measurement & Automation Techniques in Chemistry. Sweizer Mustermesse, 4000 Basel 21.
*April 15-25, 1967.* Swiss Industries Fair. General. 4000 Basel 21.
*Sept. 1967.* Int'l Textile Machinery Exhibition. Comite European des Constructeurs de Material Textile, Hanover, Germany.

### Geneva

*March 10-20.* Int'l Automobile Show. Case Plainpalais.
*Oct. 27-Nov. 6.* Ideal Home Exhibition. 54b Roue des Acacias, P.O. Box 1211.

### Lausanne

*Feb. 26-March 6.* Int'l Tourism & Sports Exhibition. 2 Avenue Agassiz, 1000 Lausanne.
*Sept. 10-25.* Swiss National Autumn Fair. Palais de Beaulieu, 1000 Lausanne.

### Zurich

*March 13-17.* Gas Turbine Conference & Products Show. Reisenbureau A. Kuoni A.G., Bahnhofplatz 7.
*March 25-April 3.* Swiss Import Exhibition. General. ZUESPA, Nordstrasse 20, 8006 Zurich.
*May 2-9.* MEFA—Butchery Trade Fair. 20 Nordstrasse, 8006 Zurich. Triennial.
*Sept. 10-14.* Hydraulic & Pneumatic Fair. 120 Universitaetsstrasse, 8033 Zurich. Biennial.
*Oct. 6-10.* Int'l Professional Fair of Hospital & Medical Equipment. 36 Hofackerstrasse, 8032 Zurich.
*January 1967.* Bakers & Confectioners Machines & Equipment. 8957 Spreitenbach. Biennial.

## Syria

### Damascus

*Aug. 25-Sept. 20.* Damascus Int'l Fair. General. 67 Baghdad Ave.

## Thailand

### Bangkok

*Nov. 17-Dec. 10.* First Asian Int'l Trade Fair. Dept. of Economic Relations, Ministry of Economic Affairs, Bangkok.

## Turkey

### Izmir

*Aug. 20-Sept. 20.* Int'l Fair. General. Kulturpark.

## Yugoslavia

### Belgrade

*May 21-30.* Int'l Technics & Technical Achievements Fair. Bd. Vojvode Misica 14.
*June 19-26.* Int'l Chemical Exhibition. Bulevar Vojvode Misica 14, P.O. Box 408.
*Oct. 15-23.* Int'l Clothing Fair—Fashion in the World. Belgrade Fair Administration, Boulevard Vojvode, Misica 14, P.O. Box 408.

### Ljubljana

*August.* Int'l Wine Fair. Titova 50.

### Novi Sad

*May 14-23.* Int'l Agricultural Fair. Hajduk Veljkova 11.

### Zagreb

*April 16-24.* Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.
*Sept. 8-18.* Int'l Trade Fair. General. Aleja Borisa Kidrica b.b.

## United States

The fairs in this section represent only a partial listing of shows in this country. These cover international events which are open to prospective foreign buyers and agents.

### January

*2-8.* American Furniture Market Int'l. Home Furnishing Show. Chicago, 666 Lake Shore Dr., Chicago, Ill. 60611.
*3-7.* Atlantic City China & Glass Show. Atlantic City. 71 W. 23rd St., New York, N.Y.
*8-13.* Independent Housewares Fair. Chicago. Independent Housewares Exhibitions, Inc., 188 W. Randolph, Chicago, Ill.
*8-15.* Philadelphia Automobile Show. Philadelphia. 1906 Finance Building, 1428 S. Pennsylvania Sq., Philadelphia, Pa.
*9-13.* New York Lamp & Home Furnishing Accessories Show. New York. 220 5th Ave., New York, N.Y.
*10-14.* Pennsylvania Farm Show. Harrisburg. State Farm Products Show Commission, Harrisburg, Pa.
*10-14.* Automotive Engineering Congress & Exposition. Detroit. 485 Lexington Ave., New York, N.Y.
*11-16.* Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio.
*12-23.* National Motor Boat Show. New York. 420 Lexington Ave., New York, N.Y.
*10-14.* National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.
*18-20.* Agricultural Trade Show of Maine. Lewiston. State House, Augusta, Maine.
*18-23.* Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions, Inc., 1600 Mid-Continent Bldg., Tulsa, Okla.
*21-28.* California Gift Show. Los Angeles. 3510 Council St., Los Angeles, Calif.
*21-30.* Mid-America Boat Show. Cleveland. 1309 W. 117th St., Cleveland, Ohio.
*21-30.* Int'l Sports, Vacation & Travel Show. Los Angeles. 3443 South Hill St., Los Angeles, Calif.
*22-26.* National Automobile Dealers Equipment Exhibition. Miami Beach. 2000 K St., N.W., Washington, D.C.
*23-26.* The Canners Show—National Exposition for Food Processors. Miami Beach. Blackwell Bldg., 7758 Wisconsin Ave., Bethesda, Md.
*30-Feb. 3.* Hobby Industry Trade Show. Chicago. 200 Fifth Ave., New York, N.Y.
*30-Feb. 3.* National Sporting Goods Assn. Show. Chicago. 23 East Jackson Blvd., Chicago, Ill.
*31-Feb. 3.* National Auto Accessories Exposition. Chicago. 1 Bala Rd., Bala Cynwyd, Pa.
*31-Feb. 3.* Air-conditioning. Heating & Refrigeration Industry Show. Louisville, Ky. 1815 N. Ft. Myer Drive, Arlington, Va.

### February

*4-13.* San Francisco National Sports & Boat Show. San Francisco. 325 Pacific Ave., San Francisco, Calif.
*5-7.* New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston, Mass.
*6-9.* Los Angeles Intimate Apparel Show. Los Angeles. 3510 Council St., Los Angeles, Calif.
*7-11.* National Notion & Novelty Show. New York. 286 Fifth Ave., New York, N.Y.
*9-12.* Int'l Automotive Service Industries Show. New York. 44 E. 23rd St., New York, N.Y.
*18-23.* Miami International Boat Show.

**THE EDITOR of a Swedish automotive industry journal comes to the Stockholm Trade Center and learns advantages of Grayco high-pressure cleaning sprays.**

Miami. 1333 S. Miami Avenue, Miami, Fla.

*20-24.* Allied Gift & Jewelry Show. Dallas. Trade Mart, 2100 Stemmons Freeway, Dallas, Texas.

*19-27.* Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. 803 1411 Walnut St. Building, Philadelphia, Pa.

*19-27.* New York Int'l Sport & Camping Show. New York. 353 West 57th St., New York, N.Y.

*22-26.* Specialty Advertising Assn. Show. St. Louis. 25 Boat Lane, Box H, Levittown, N.Y.

*22-March 3.* National Antiques Show. New York. 97 Duane St., New York, N.Y.

### March

*1-6.* Colorado Sports, Boat & Travel Show. Denver. 118 Continental Terrace Bldg., Denver, Colo.

*5-13.* Chicago National Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill.

*5-12.* New England Home Show. Boston. Sherman Expositions Managements, Inc., 250 Boylston St., Boston, Mass.

*6-10.* Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio.

*6-11.* Int'l Toy & Trade Fair. New York. Int'l. Trade Shows, 545 Fifth Ave., New York, N.Y.

*6-11.* Int'l. Bicycle Show. New York. Int'l. Trade Shows, 545 Fifth Ave., New York, N.Y.

*7-11.* Western Metal & Tool Exposition & Congress. Los Angeles. William J. Hilty, Metals Park, Ohio.

*7-12.* American Toy Fair. New York. 200 Fifth Avenue, New York, N.Y. 10010.

*12-16.* Int'l. Beauty Show. New York. 16 W. 46th St., New York, N.Y.

*14-17.* American Road Builders Convention & Road Show. Denver, Colo. 918 16th St., NW., Washington, D.C.

*21-24.* Int'l Electric & Electronics Engineers Exbn. New York. William C. Copp, Adv. Dept. 72 W. 45th St., New York, N.Y.

*21-24.* Industrial, Commercial & Institutional Building Expo. & Congress. Cleveland, Ohio. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

*21-25.* National Plant Maintenance & Engineering Show. Cleveland. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

*24-26.* Pacific Automotive Show. Seattle. 714 W. Olympic St., Los Angeles, Calif.

*26-April 3.* Philadelphia Travel & Vacation Show. Philadelphia, Pa., 845 N. Broad Street, Philadelphia, Pa.

*27-31.* Philadelphia Gift Show. Philadelphia. Donald C. Little Management, 220 Fifth Ave., New York, N.Y.

*29-31.* Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit, Mich.

*29-April 3.* Colorado Garden & Home Show. Denver, Colo. 2785 N. Speer Blvd. Denver, Colo.

### April

*9-17.* Int'l Automobile Show. New York. 331 Madison Ave., New York, N.Y.

*12-17.* Kansas Sports, Boat & Travel Show. Wichita. 2810 E. Central, Wichita, Kan.

*13-17.* Int'l Photography Fair. New York. 331 Madison Ave., New York, N.Y.

*17-20.* National Shoe Fair. New York. John Gibbons, Room 1929, Hotel New Yorker, New York, N.Y.

*18-22.* ASTME Tool Show. Detroit. American Society of Tool Engineers, 20501 Ford Road, Dearborn, Mich.

*24-28.* Men's Sportswear Buyers Show. New York. National Assn. of Men's Sportswear Buyers, 350 Fifth Ave., New York, N.Y.

### May

*8-12.* Int'l Office Exposition. Boston. 32 W. 40th St., New York, N.Y.

*9-12.* Design Engineering Show. Chicago.

Clapp & Poliak, Inc., 341 Madison Avenue, New York, N.Y.

*9-13.* AFS Foundry Show and Congress. Cleveland. 75 E. Wacker Drive, Chicago, Ill.

*12-21.* Int'l Petroleum Exposition. Tulsa. Box 5205 Donaldson Sta., Tulsa, Okla.

*12-22.* U.S. World Trade Fair. San Francisco. The Charles Snitow Organization, Suite 1103, 331 Madison Ave., New York, N.Y.

*15-18.* Texas Hospital Assn. Convention & Technical Exhibit. Dallas. 1905 N. Lamar Blvd., Austin, Texas.

*23-26.* National Restaurant Show. Chicago. National Restaurant Assn., 1530 N. Lake Shore Drive, Chicago, Ill.

*30-June 5.* Electronic Industry Meeting & Show. San Francisco. Room 1702, 100 So. Wacker Drive, Chicago, Ill.

### June

*6-10.* National Plastics Exposition. New York. Clapp & Poliak, 341 Madison Ave., New York, N.Y.

*12-15.* Confectionery Industries Exposition. Washington, D.C. National Confectionery Assn., 36 S. Wabash, Chicago, Ill.

*16-26.* Los Angeles Home Show. Los Angeles. 6399 Wilshire Blvd., Suite 402, Los Angeles, Calif.

*19-24.* National Plumbing & Heating Exposition. Atlantic City. National Assn. of Plumbing Contractors, 1016 20th St., NW., Washington, D.C.

*19-23.* National Assn. of Retail Grocers Convention & Exhibit. Dallas. National Assn. of Retail Grocers, 360 N. Michigan Ave., Chicago, Ill.

*19-23.* Industrial Advertising Exposition. New York. Robert Griffiths, Managing Director, 271 Madison Ave., New York, N.Y. 10016.

*19-25.* American Furniture Market Int'l. Home Furnishing Show. Chicago. 666 Lake Shore Dr., Chicago, Ill.

### July

*9-14.* Independent Housewares Fair. Chicago. Independent Housewares Exhibitions, Inc., 188 W. Randolph, Chicago, Ill.

*11-15.* National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

*19-21.* Western Packaging Exposition. San Francisco. 341 Madison Ave., New York, N.Y.

### August

*7-9.* Memphis Cotton States Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe, Chicago, Ill.

*21-26.* American Society of Agronomy. Stillwater, Okla. American Society of Agronomy, 677 S. Segoe Rd., Madison, Wisc.

*23-26.* Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif. 90005.

*24-27.* Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, N.Y.

*29-Sept. 1.* American Hospital Assn. Nurse & Anesthetists Exhibition. Chicago. 3016 Prudential Plaza, Chicago, Ill.

*31-Sept. 11.* California State Fair & Exposition. Sacramento. Bureau of Exhibits, Box 2036, Sacramento, Calif.

### September

*4-8.* Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio.

*11-14.* Public Works Congress & Equipment Show. Chicago. American Public Works Assn., 1313 East 60th St., Chicago, Ill.

*17-21.* Int'l Furniture & Woodworking Supply Fair. Louisville. 666 Lake Shore Dr., Chicago, Ill.

*17-25.* Eastern States Exposition. West Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.

*18-21.* American Meat Institute Convention & Exhibition. Chicago. American Meat Institute, 59 E. Van Buren St., Chicago, Ill.

*18-22.* Industrial Trade Fair & Congress. Los Angeles. 3935 No. Mission Rd., Los Angeles, Calif. 90013.

*22-25.* Marine Trades Exhibition. Chicago. Outboard Boating Club of America, 307 North Michigan Ave., Chicago, Ill.

*26-29.* Iron & Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa.

*26-30.* National Hardware Show. New York. 331 Madison Ave., New York, N.Y.

*29-Oct. 2.* National Stationery & Office Equipment Show. Chicago. National Stationery & Office Equipment Assn., 740 Investment Bldg., Washington, D.C.

### October

*3-5.* National Electronics Conference & Exhibit. Chicago. 228 N. LaSalle, Chicago, Ill.

*8-23.* Texas Int'l Trade Fair. Dallas. P.O. Box 26010, Dallas, Texas.

*9-13.* National Shoe Fair. Chicago. Room 1929 Hotel New Yorker, New York, N.Y.

*10-13.* New York Premium Show. New York. 161 Great Neck Rd., Great Neck, N.Y.

*15-19.* National Tire Dealers & Retreaders Assn. Show. Chicago. NTDRA, 1345 L St. NW., Washington, D.C.

*16-20.* Men's Sportswear Buyers Assn. Show. New York. National Assn. of Men's Sportswear Buyers, 350 Fifth Ave., New York, N.Y.

*17-21.* Southern Textile Exposition. Greenville. Textile Hall Corp., 322 W. Washington, Greenville, S.C.

*17-21.* Business Equipment Exposition. Chicago. 18 E. 41st St., New York, N.Y.

*23-29.* Dairy & Food Industries Exposition. Atlantic City. 1145 19th St., NW., Washington, D.C.

*24-27.* Instrument-Automation Conference & Exhibition. New York. Instrument Society of America, Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa.

*29-Nov. 1.* Automatic Merchandising Convention & Exhibit. Chicago. 7 South Dearborn St., Chicago, Ill. 60603.

*31-Nov. 4.* National Exposition of the American Society for Metals. Chicago. William J. Hilty, Metals Park, Ohio.

*31-Nov. 2.* Pan American Hotel & Restaurant Exposition. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla.

*30-Nov. 3.* Direct Mail Advertising. New Orleans. 230 Park Ave., New York, N.Y.

*31-Nov. 3.* Atom Fair. Pittsburgh. National Expositions Co., 14 W. 40th St., New York, N.Y.

### November

*2-4.* Northeast Electronics Research & Engineering Meeting. Boston. NEREM Exhibits, Box 324, Waltham, Mass.

*6-9.* Produce Packaging Exposition. Chicago. P.O. Box 29, Newark, Del.

*7-10.* National Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York, N.Y.

*12-16.* New York Shoe Show. New York. Room 1929 Hotel New Yorker, New York, N.Y.

*14-17.* Int'l Soft Drink Industry Exposition. Atlantic City. American Bottlers Carbonated Beverages, 1128 16th St., NW., Washington, D.C.

*15-18.* Int'l Assn. of Clothing Designers. Rochester, N.Y. 12 S. 12th St., Philadelphia, Pa.

*27-Dec. 2.* National Exposition of Power & Mechanical Engineering. New York. Int'l Exposition Co., 200 Park Ave., Pan Am. Bldg., New York, N.Y.

### December

*4-8.* National Assn. of Home Builders

**COMPLETELY NEW portable vibration analyzer from the International Research & Development Corp. draws close attention of automotive and aircraft engineers at London Trade Center exhibit.**

Convention & Exposition. Chicago. 1625 L St., NW., Washington, D.C.

*26-31.* Exposition of Science & Industry. Washington, D.C. 1515 Mass. Ave., NW., Washington, D.C.

### January 1967

*8-14.* American Furniture Market Int'l Home Furnishing Show. Chicago. 666 Lake Shore Dr., Chicago, Ill.

*9-13.* Automotive Engineers Automotive Engineering Congress & Exposition. Detroit. 485 Lexington Ave., New York, N.Y.

*16-20.* National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

*22-25.* The Canners Show—National Exposition for Food Processors. Chicago. Blackwell Bldg., 7758 Wisconsin Ave., Washington, D.C.

*25-27.* Int'l Automotive Service Ind. Show. Chicago. 44 E. 23rd St., New York, N.Y.

*28-Feb. 1.* National Automobile Dealers Equipment Exhibition. San Francisco. 2000 K St. NW., Washington, D.C.

*29-Feb. 2.* Hobby Industry Trade Show. Chicago. Hobby Industries Assn. 200 Fifth Ave., New York, N.Y.

*30-Feb. 2.* Int'l Heating & Airconditioning Exposition. Detroit. 200 Park Ave., New York, N.Y.

*30-Feb. 2.* National Auto Accessories Exposition. New York. One Bala Rd., Bala Cynwyd, Pa.

### February 1967

*5-9.* National Sporting Goods Assn. Chicago. 23 East Jackson Blvd., Chicago, Ill.

*19-23.* Allied Gift & Jewelry Show. Dallas. Trade Mart, 2100 Stemmons Freeway, Dallas, Texas.

*24-March 4.* Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. Room 803, 1411 Walnut St. Building, Philadelphia, Pa.

### March 1967

*5-8.* Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio.

*5-10.* American Road Builders Convention & Road Show. Miami Beach. 918 16th St., NW., Washington, D.C.

*11-15.* Int'l Beauty Show. New York. 16 W. 46th St., New York, N.Y.

*14-18.* Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, N.Y.

*20-24.* Int'l Electric & Electronics Engineers Exhibition, New York. William C. Copp, Advertising Dept., 72 W. 45th St., New York, N.Y.

*28-30.* Progress in Electrical-Electronic Equipment Exhibition, St. Louis. 1221 Locust St., St. Louis, Mo.

*28-30.* Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit, Mich.

### April 1967

*24-28.* ASTME Tool Show. Chicago. 20501 Ford Rd., Dearborn, Mich.

### May 1967

*8-12.* Knitting Arts Exhibition. Atlantic City. Robert T. Kenworthy, Inc., 10 East 40th St., New York, N.Y.

*15-18.* American Mining Congress Coal Convention. Cleveland. Ring Building, Washington, D.C.

*21-24.* Int'l Office Exposition. Detroit. 32 W. 40th St., New York, N.Y.

*22-25.* National Restaurant Show. Chicago. 1530 N. Lake Shore Dr., Chicago, Ill.

### June 1967

*1-5.* Electronic Industry Meeting & Show. Chicago. Room 1702, 100 S. Wacker Drive, Chicago, Ill. 60606.

*18-21.* National Plumbing & Heating Exposition. Cleveland. 1016 20th St., NW., Washington, D.C.

*18-22.* National Assn. of Retail Grocers Convention & Exhibit. Las Vegas. 360 N. Michigan Ave., Chicago, Ill.

*19-24.* American Furniture Market. Chicago. 666 Lake Shore Dr., Chicago, Ill.

*25-29.* Industrial Advertising Exposition. Cleveland. 271 Madison Ave., New York, N.Y. 10016.

### July 1967

*10-14.* National Housewares Exhibit. Chicago. National Housewares Manufacturers Assn., 1130 Merchandise Mart, Chicago, Ill.

*27-Aug. 4.* National Jewelry Trade Show. New York. Retail Jewelers of America, Inc., 711 14th St., NW.

### August 1967

*6-9.* Memphis Cotton States Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe, Chicago, Ill.

*16-19.* Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, N.Y.

*21-24.* American Hospital Assn. Nurse & Anesthetists Show. Chicago. 3016 Prudential Plaza, Chicago, Ill.

*30-Sept. 10.* California State Fair & Exposition. Sacramento. Box 2036, Sacramento, Calif.

### September 1967

*10-13.* Produce Packaging Exposition. New York. P.O. Box 29, Newark, Del.

*11-14.* Instrument-Automation Conference & Exhibition. Chicago. Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa.

*12-15.* National Chemical Exposition. Chicago. 86 East Randolph St., Chicago, Ill.

*16-24.* Eastern States Exposition. West Springfield. 1305 Memorial Ave., P.O. Box 191, West Springfield, Mass.

*17-20.* American Meat Institute Convention & Exhibition. Chicago. American Meat Institute, 59 E. Van Buren St., Chicago, Ill.

*28-Oct. 1.* Marine Trades Exhibition. Chicago. Outboard Boating Club of America. 307 N. Michigan Ave., Chicago, Ill.

### October 1967

*7-12.* Bakery Industry Exposition. Atlantic City. American Bakers Assn. 20 N. Wacker Drive, Chicago, Ill.

*9-11.* National Electronics Conference & Exhibit. Chicago. 228 N. LaSalle, Chicago, Ill.

*23-27.* Business Equipment Exposition. New York. 18 E. 41st St., New York, N.Y.

*24-27.* Packaging Machinery Manufacturers Institute Show. Philadelphia. 200 Park Ave., Pan Am. Bldg., New York, N.Y.

*28-31.* Automatic Merchandising Convention & Exhibit. Chicago. 7 South Dearborn St., Chicago, Ill. 60603.

### November 1967

*1-3.* Northeast Electronics Research &

VISITING TEACHERS engage Clark Burns, international operations manager for Encyclopedia Britannica Films, in discussion about the firm's film strips at the Tokyo Trade Center advanced teaching aids show. Trade visitors to the show totaled 1,612.

Engineering Show. Boston. NEREM Exhibits. Box 324, Waltham, Mass.

*5-10.* Atom Fair. Chicago. National Exposition Co., 14 W. 40th St., New York, N.Y.

*5-10.* American Society of Agronomy. Washington, D.C. 677 S. Segoe Rd., Madison, Wisc.

*6-9.* National Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York, N.Y.

*11-15.* Int'l Assn. of Clothing Designers. New York. 12 S. 12th St., Philadelphia, Pa.

December 1967

*3-7.* National Assn. of Home Builders Convention & Exposition. Chicago. 1625 L St., NW., Washington, D.C.

*26-30.* Exposition of Science & Industry. New York. American Assn. for the Advancement of Science, 1515 Mass. Ave., NW., Washington, D.C.

# Specialty fairs—a further list

The following list repeats the fairs listed in the foregoing schedule. They are events which have a major item for display. Readers will find additional details by referring to the main list, which gives the fairs by country and city.

## Agricultural

Brisbane, AUSTRALIA; Graz, Wels, AUSTRIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Munich, GERMANY; Harrogate, London, Shepton, GREAT BRITAIN; Verona, ITALY; Glasgow, SCOTLAND; Jonkoping, SWEDEN; Novi Sad, YUGOSLAVIA; Harrisburg, PENNSYLVANIA; Lewiston, MAINE.

## Aviation

Cannes, FRANCE; Hannover, GERMANY; Trieste, ITALY.

## Audio—High Fidelity

Paris, FRANCE; London, GREAT BRITAIN; Amsterdam, NETHERLANDS.

## Boats, Boating

Melbourne, Sydney, AUSTRALIA; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Marseille, Paris, FRANCE; Berlin, Essen, Hamburg, Hannover, GERMANY; Birmingham, London, GREAT BRITAIN; Genoa, ITALY; Barcelona, SPAIN; Malmo, Stockholm, SWEDEN; New York, NEW YORK; Tulsa, OKLAHOMA; Cleveland, OHIO; Miami, FLORIDA; Philadelphia, PENNSYLVANIA; Denver, COLORADO; Chicago, ILLINOIS.

## Building, Construction

Adelaide, AUSTRALIA; Brussels, BELGIUM; Paris, FRANCE; Essen, Munich, GERMANY; London, GREAT BRITAIN; Verona, ITALY; Cleveland, OHIO; Chicago, ILLINOIS.

## Camping, Sports Fisheries

Montreal, Toronto, CANADA; Copenhagen, DENMARK; Grenoble, Lorient, Paris, FRANCE; Cologne, Wiesbaden, GERMANY; London, GREAT BRITAIN; Amsterdam, NETHERLANDS; Helsingborg, SWEDEN; Lausanne, SWITZERLAND; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; New York, NEW YORK; Wichita, KANSAS.

## Clothing, Textiles

Sydney, AUSTRALIA; Ghent, BELGIUM; Copenhagen, Herning, DENMARK; Paris, FRANCE; Cologne, Duesseldorf, Frankfurt, Hamburg, GERMANY; Blackpool, Harrogate, London, GREAT BRITAIN; Trieste, ITALY; Utrecht, NETHERLANDS; Belgrade, YUGOSLAVIA; San Francisco, Los Angeles, CALIFORNIA; New York, Rochester, NEW YORK; Greenville, SOUTH CAROLINA.

## Electronics, Instrumentation, Automation

Copenhagen, DENMARK; Paris, FRANCE; London, GREAT BRITAIN; Rome, ITALY; New York, NEW YORK; San Francisco, Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Boston, MASSACHUSETTS; St. Louis, MISSOURI.

## Engineering

Sydney, AUSTRALIA; Brussels, BELGIUM; Leeds, London, GREAT BRITAIN; Chicago, ILLINOIS.

## Food, Food Products

Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Cologne, Duesseldorf, Munich, GERMANY; Leeds, London, GREAT BRITAIN; Parma, ITALY; Utrecht, NETHERLANDS; Glasgow, SCOTLAND; Murcia, SPAIN; Zurich, SWITZERLAND; Ljubljana, YUGOSLAVIA; Miami Beach, FLORIDA; Chicago, ILLINOIS; Dallas, TEXAS; Atlantic City, NEW JERSEY; Las Vegas, NEVADA.

## Furniture

Copenhagen, DENMARK; Lyons, Paris, FRANCE; Cologne, GERMANY; London, GREAT BRITAIN; Utrecht, NETHERLANDS; Malmo, SWEDEN; Chicago, ILLINOIS.

## Gifts, Jewelry

Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Blackpool, Harrogate, GREAT BRITAIN; Atlantic City, NEW JERSEY; Los Angeles, CALIFORNIA; New York, NEW YORK; Dallas, TEXAS; Detroit, MICHIGAN; Philadelphia, PENNSYLVANIA; Memphis, TENNESSEE.

## Hardware

Toronto, CANADA; Aalborg, DENMARK; Cologne, GERMANY; London, GREAT BRITAIN; New York, NEW YORK.

## Heating, Plumbing, Air-Conditioning

London, GREAT BRITAIN; Amsterdam, NETHERLANDS; Louisville, KENTUCKY; Atlantic City, NEW JERSEY; Cleveland, OHIO.

## Homes, Home Furnishings

Adelaide, Brisbane, Melbourne, Perth, AUSTRALIA; Liege, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Harrogate, Leeds, London, Yorkshire, GREAT BRITAIN; Trieste, ITALY; Amsterdam, NETHERLANDS; Geneva, SWITZERLAND; Chicago, ILLINOIS; New York, NEW YORK; Boston, MASSACHUSETTS; Los Angeles, CALIFORNIA.

## Leather, Leather Goods

Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE;

Duesseldorf, Nuremburg, GERMANY; Blackpool, London, GREAT BRITAIN; Athens, GREECE; Madras, INDIA; Milan, ITALY; Utrecht, NETHERLANDS; Elda, SPAIN; New York, NEW YORK; Chicago, ILLINOIS.

### Machinery, Machine Tools

Perth, AUSTRALIA; Liege, BELGIUM; Paris, FRANCE; Hannover, GERMANY; London, GREAT BRITAIN; Osaka, JAPAN; Bilbao, SPAIN; Los Angeles, CALIFORNIA; Detroit, MICHIGAN; Atlantic City, NEW JERSEY.

### Medical, Chemical, Pharmaceutical

Montreal, CANADA; Copenhagen, DENMARK; Berlin, Munich, Stuttgart, GERMANY; London, GREAT BRITAIN; Ahmedabad, INDIA; Zurich, SWITZERLAND; Dallas, TEXAS; Chicago, ILLINOIS.

### Motor

Brisbane, Perth, Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Cologne, Frankfurt, GERMANY; London, GREAT BRITAIN; Turin, ITALY; Amsterdam, NETHERLANDS; Barcelona, SPAIN; Geneva, SWITZERLAND; Philadelphia, PENNSYLVANIA; Detroit, MICHIGAN; Toledo, OHIO; Miami Beach, FLORIDA; Chicago, ILLINOIS; New York, NEW YORK; Seattle, WASHINGTON.

### Office Equipment, Machines

Brussels, BELGIUM; Copenhagen, Herning, DENMARK; Paris, FRANCE; Leeds, London, GREAT BRITAIN; Amsterdam, NETHERLANDS; Detroit, MICHIGAN; Boston, MASSACHUSETTS; New York, NEW YORK; Chicago, ILLINOIS.

### Packaging, Materials Handling

Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Duesseldorf, GERMANY; London, GREAT BRITAIN; Dublin, IRELAND; Amsterdam, NETHERLANDS; Bilbao, SPAIN; Chicago, ILLINOIS; New York, NEW YORK.

### Plastics

Copenhagen, DENMARK; Oyonnax, Paris, FRANCE; London, GREAT BRITAIN; Utrecht, NETHERLANDS; New York, NEW YORK.

### Toys

Montreal, CANADA; Paris, FRANCE; Munich, Nuremberg, GERMANY; Brighton Harrogate, GREAT BRITAIN; New York, NEW YORK.

# Mobile trade fair makes first stop on tour of Latin America, draws 400 buyers, agents

**Panama City first of ten scheduled visits to leading commercial centers south of the border; fair then to head for Africa, Spain**

A year-long tour of the products of 27 U.S. companies began in Panama City last month when Panamanian President Marco A. Robles inaugurated a U.S. mobile trade fair displaying air conditioning, refrigeration and building equipment.

Panama City was the first of ten scheduled stops at Latin American commercial centers.

More than 400 local businessmen attended the showing in Panama. Sixteen of the 27 exhibitors already were represented in that country, and the fair provided an excellent opportunity for local distributors to push their lines and to achieve on-the-spot sales.

Interest in direct sales and possible representation in Panama was shown for the products of all the 11 U.S. exhibitors not currently represented in the Panamanian market.

After visiting the Latin American commercial centers, the fair will be shipped to African and Spanish ports on vessels of the Farrell and American Export-Isbrandtsen Lines in 1966.

The Grace Line, which assumed primary responsibility for the organization and operation of the fair, is donating all ocean shipping costs, including loading and discharging expenses, during the Latin American phase.

After the vessel stopped in Panama, it went on to Cali and Bogota, Colombia, and Guayaquil, Ecuador. It is scheduled to leave Guayaquil Dec. 13 for Lima, where it will display the products Dec. 20-23. The rest of the schedule is as follows:

Valparaiso, Chile, Jan. 5-10; Santiago, Jan. 16-19; Caracas, Venezuela, Feb. 28-March 3; and Valencia, March 7-10.

No attempt is made to bring in the general public at these fairs. Only buyers and prospective agents are sought.

**Write:** Office of International Trade Promotion, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

**PANAMANIAN BUSINESSMEN** come aboard the mobile trade fair ship during the vessel's first scheduled stop. The vessel is carrying displays of air-conditioning, refrigeration and building equipment from 27 firms.

# Colombia stabilizing

## Broad new economic program aims to ease imports, end inflationary budget deficits

Colombia has undertaken a broad program of economic stabilization measures designed to establish a new exchange rate structure, to liberalize imports, and to avoid inflationary deficit financing by the Government.

At the same time, the Colombian Government was negotiating with foreign public and private entities for new loans and credits. Colombian prospects for receiving economic assistance from abroad are considered excellent in view of the recent reforms.

The new exchange rate structure contains two official markets, preferential and intermediate, with initial rates at 9 pesos and 13.50 pesos per dollar, respectively.

The preferential rate applies to imports of wheat and some other food products, natural fibers, most pharmaceutical materials, fertilizer and agricultural chemicals, rubber, tire cord, tinplate, newsprint, agricultural tractors and machinery, some chassis and taxis, ships and airplanes, laboratory equipment, and some other items.

Items not in the preferential market, including most capital equipment and industrial raw materials, are now imported at the intermediate rate.

### Imports liberalized

The Government announced that 25% of the value of imports on the intermediate market list would be freed from prior import licensing requirements before January 1, and another 25% before April 1. For the present, imports on the preferential list remain subject to stringent import licensing. Items on this list represent about 25% of Colombia's imports.

Before the exchange rate reform the Government announced a plan involving preferences in the granting of import licenses for importers who were able to obtain credits of two years or more from their foreign suppliers. With the exchange rate reform and the brightened prospects for new credits from official lending agencies, this import credit plan seems to have been forgotten by the Government and Colombian importers. Importers who now conclude such credit arrangements will apparently receive no special treatment on their import license applications.

Import licensing regained last year's average of $40 to $45 million per month in September. During the previous nine months import licensing averaged only about $31 million. The value of import licenses granted soared to $78 million in October, a record for recent years. Since some time will be required to rebuild stocks of imported materials which have been depleted during the first three quarters of 1965, a normal import pattern may not be restored until early in 1966.

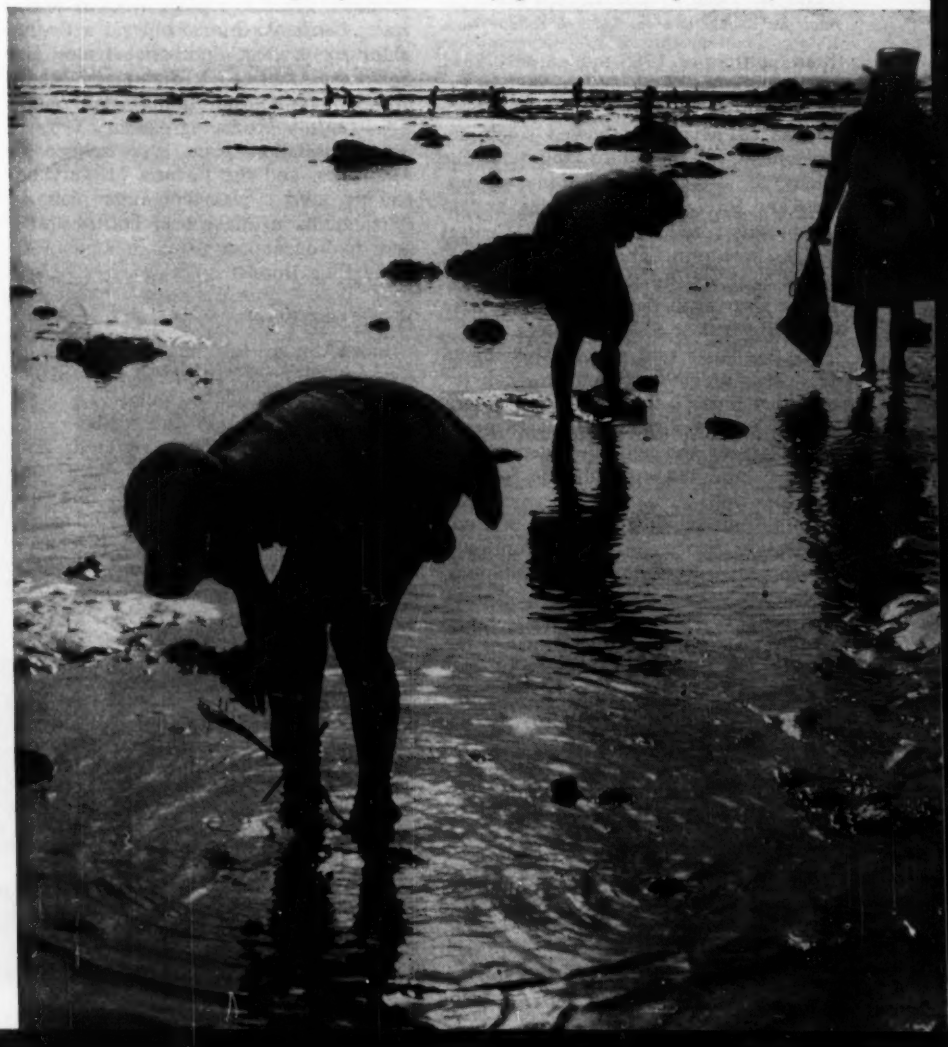
For the first time in several years import licenses were granted for private passenger vehicles. During the third quarter these licenses amounted to about $7 million, almost entirely composed of imports from the United States under five-year credits granted by U.S. manufacturers. All these imports are subject to new duties on private vehicle imports ranging from 220% to 450% ad valorem.

### Pact with Bulgaria

Colombia's Coffee Federation has signed a bilateral trade and payments agreement with Bulgaria. The local demand for imports from Bulgaria is, however, regarded as very slight.

Registered imports during the first

RICE SEEDLINGS are planted in the flooded fields around Aracataca. The Alliance for Progress program in Colombia continues its strong emphasis on developing the nation's agricultural potential.



A COLOMBIAN coal miner strides into the mine entrance to begin his day's work. Labor obtained more benefits from a recent amendment of the Labor Code. Employers were concerned over a provision for double time for Sunday, holiday work.

three quarters of 1965 totaled only $311 million, compared to $408.6 million for the same period of 1964. Colombia's balance of payments showed some improvement in the third quarter, due chiefly to stringent restrictions on imports and foreign exchange sales, and to a substantial reduction in the Central Bank's short-term liabilities.

The bank of the Republic's gross exchange reserves at the end of the quarter were estimated at $120 million.

The exchange rate reform also affects investors. Foreign investors now can invest either through the free market, where the rate has stabilized at about 18 pesos per dollar, or through the intermediate market where the current rate is 13.5 pesos per dollar.

If the intermediate market is used, approval must be obtained from the Government. Furthermore, limitations will be imposed on repatriation of capital and earnings.

Additional limitations were placed on the level and terms of foreign debt contracted by Colombian residents, with the Monetary Board given authority to fix limits on such indebtedness.

All foreign capital and foreign debts must be registered at the Office of Exchange Registry of the Superintendent of Foreign Trade. Details on the new exchange system appeared in the September 20 issue of INTERNATIONAL COMMERCE.

Although many businessmen and investors have been taking a "wait and see" attitude regarding further expansion in Colombia, a variety of new investments were announced in the third quarter of 1965. Dow Chemical International and ECOPETROL agreed to form a joint venture to produce polyethylene. The plant will be located at Barrancabermeja and will produce 10,000 metric tons of low-density polyethylene annually, utilizing ethylene from ECOPETROL's refinery.

Cristeleria Peldar, S.A., half-owned by Owen Illinois Glass, started its third plant in Colombia. The plant will be located in Barranquilla, and will produce 60,000 metric tons of glass bottles annually. Eventually it will produce some plate and other glass objects.

The Government Industrial Development Institute and a group of private investors inaugurated a small ferric chloride plant in Cajica, near Bogota.

In other developments, ENKA de Colombia proceeded with the construction of a synthetic fiber and yarn plant in Medellin; Acrilac Fibre S.A. was financing a new plant with a 2,500-ton-per-year capacity for the production of synthetic fibers to replace wool at Manizales; Fairbanks Morse opened a Bogota plant to produce industrial scales and balances; American Radiator and Standard Sanitary Corporation started operations in July producing sanitary ware; a mint distillation plant was opened in Manizales, and the Bavaria brewery began to build a glass container plant in Barranquilla to make beer bottles and a new hydrogenation plant in Bogota to make Blue Bonnet margarine.

## New tax surcharges

In addition to the exchange rate measures, the Government moved to stabilize the internal economy. The new fiscal plan, called the Vallejo Plan, aims at raising sufficient revenues to prevent government deficit financing and to accelerate Government spending on development projects. In this connection the Government imposed a 15% surcharge on 1964 income tax obligations (payable in 1965) and a 10% surcharge on 1965 tax obligations (payable in 1966).

Furthermore, the Government authorized the issuance of 600 million pesos of Government bonds. Income tax contributors paying over 2,000 pesos must buy bonds equal in value to 5% of their tax payments on 1964 income. Insurance companies and mutual funds must make purchases of 3 and 10% of their portfolios, respectively.

Substantial additional revenues should accrue to the Government as a result of the new exchange system. The Government will profit from purchases in the new preferential market and sales in the intermediate market. Also, tariff payments on imports at the 13.5 rate are 50% higher than the former rate of 9 to the dollar.

The Finance Minister has announced that still other tax measures are under consideration, including a presumptive income tax on livestock operations, a luxury housing tax, a public works/property value tax, and an increase in the gasoline tax.

The economic stabilization program also involves monetary and credit policies. The Government raised the coffee retention tax which exporters of coffee must pay to the Coffee Federation. The increase in the retention tax permits the Coffee Federation to absorb surplus production without borrowing from the Central Bank. Such borrowing contributed substantially to inflationary pressures in 1964.

Direct credit restrictions remained generally tight, although there was some relaxation in loans to cotton growers, delinquent taxpayers, banana growers, and for taxi imports.

While these measures reduced the threat of inflation significantly, there was still some concern among the public and businessmen over rising costs. The higher exchange rate on most imports and the income tax surcharge have contributed to price increases. At the same time the Government has imposed strict price controls.

Many businessmen do not yet know to what extent they will be able to absorb or pass on the increased cost in the form of higher prices. However, they do expect two important benefits from the Government's program—easier credit and relaxed import controls.

## Labor code amended

There were a number of strikes against public and private concerns during the third quarter, most of which were settled by wage increases of between 10 and 30%. Labor obtained more benefits in decree 2351 of September 4 which amended many provisions of the Labor Code.

Employers were particularly concerned over a new provision calling for double time for Sunday and holiday work. They pointed out that the Labor Code already called for double pay on Sundays and holidays and that the new provision actually calls for triple pay. Employers were also concerned about the elimina-

tion of the so-called "reserve clause," under which workers could be dismissed without cause by giving them 45 days notice, or paid 45 days wages in lieu of notice. For the employer to terminate a contract unilaterally under the new law he must allege and prove one of the 15 just causes for dismissal contained in Article 7 of the decree.

Further details on decree 2351 are available from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Alliance for Progress activities were heaviest in the housing and agricultural areas.

The $12 million loan made by the Development Loan Fund to the Instituto de Credito Territorial (ICT) in 1962 was 95% disbursed with 18,341 housing units completed. This project is expected to be completed by the end of the year. A second U.S.-financed $7.5 million low-cost ICT housing project was half-finished, with 2,600 units completed.

A $10 million AID loan to the Instituto de Reforma Agraria (INCORA) for a Supervised Agricultural Credit Program was being used up rapidly. The entire amount will probably be advanced by the end of 1965. AID agricultural experts report that the net income of most farmers benefitting from this program has risen, and that inputs such as fertilizers have increased to a marked degree.

Under a Trust Fund Agreement with INCORA, the Agrarian Reform Institute, AID has contributed the necessary seeds and rubber budwood material to cover the first phase of INCORA's rubber program. It consists of setting up a nursery in Caqueta to produce 500,000 rubber trees needed to plant the first 700 hectares in 1966. The program calls for planting 5,000 hectares during the next five years. The production of this area is to substitute for the natural rubber now being imported into Colombia.

The Comite de Desarrollo Privado (Private Development Committee) sent a delegation to Panama to initiate activities on development of the Panama-Colombia border area. Similarly, the Guajira committee met with Venezuelan border integration representatives.

The Private Development Committee's efforts to develop export contacts for Colombian industry continued. Stimulated in part by AID's technical assistance in the export promotion field, a diverse number of crops are being exported, including annatto seed for coloring oleomargarine, guava pulp for the jam and jelly trade, hard coffee flavored candy, quinine (cinchona bark) for alkaloid extraction, unusual orchid plants, papaya and pineapple pulp for the bakery trade, tropical palm fruit syrups for the ice cream industry, and green plaintains.

Excerpts from the report of a recent U.S. Investment Mission to Colombia have been reprinted from the Aug. 30 INTERNATIONAL COMMERCE in the first issue of a new publication.

The Mission report appraises the Colombian market and lists more than 100 specific investment proposals from firms there.

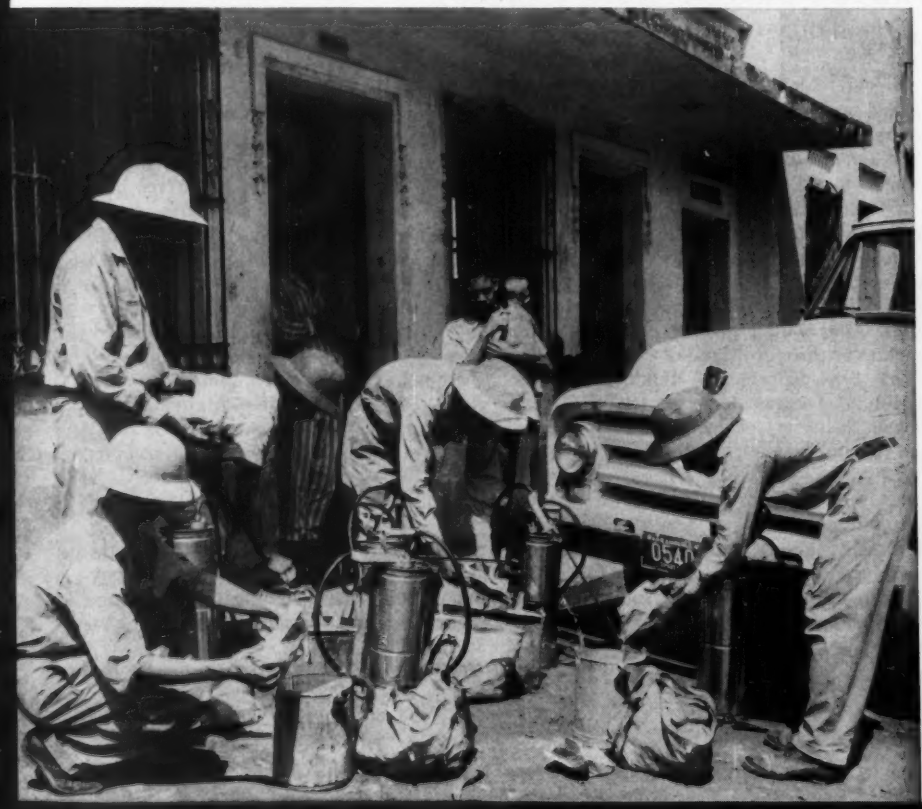
To get on the mailing list for the new "newsletter," entitled "Colombia Today," **write:** Colombian Center, 140 East 57th St., New York, N.Y. 10022.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

PUBLIC HEALTH ACTIVITIES, such as this malaria spraying team in Barranquilla, furnish an expanding market for sales of U.S. drugs and equipment to Colombia. (Pan American Union Photo)



## Ethiopian communication project will be open to international bidders

The World Bank has approved a loan equivalent to $4.8 million to the Imperial Board of Telecommunications of Ethiopia to assist in financing the Board's 1965-67 investment program. All principal items of equipment and materials to be financed by the Bank loan will be purchased on the basis of international tender.

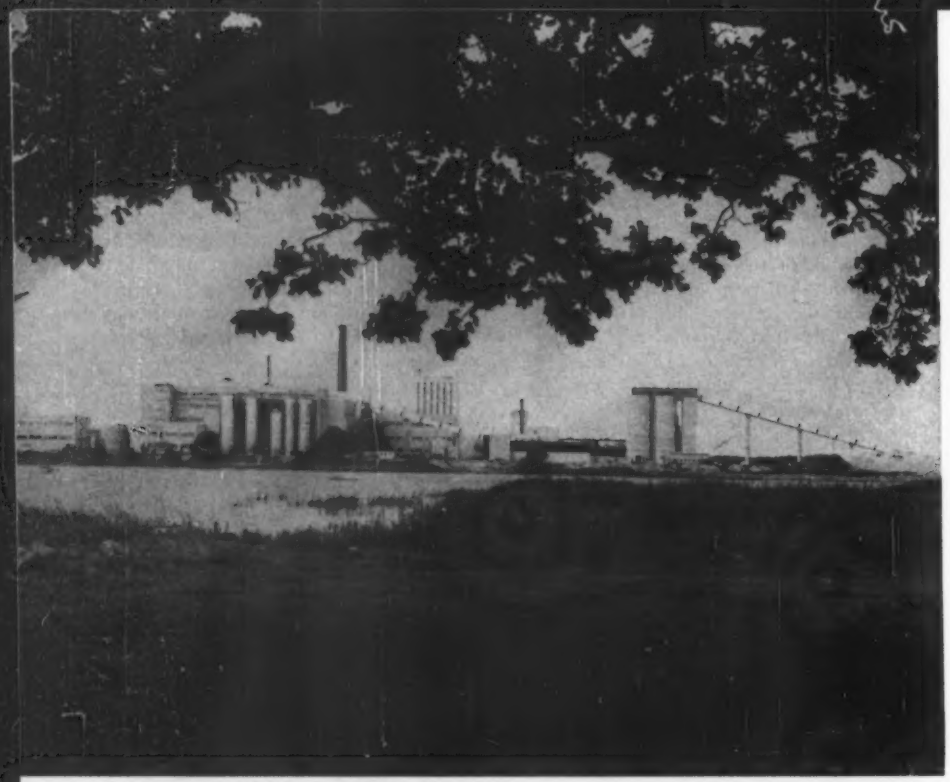
The 1965-67 program includes the construction of a new central automatic exchange with a capacity of 10,000 numbers in Addis Ababa; the old exchange with a capacity of 6,500 numbers will be removed, with the equipment being reused in the Filwoha exchange in the suburbs of Addis Ababa and in exchanges at Harrar, Assab, Jimma and Gondar.

New exchanges will be constructed at Nazareth and Massawa and the existing plant at Asmara will be extended. The cable networks will be expanded in these and other towns.

The telephone carrier systems on the present overhead route from Addis Ababa to Massawa will be expanded and strengthened.

Additional telegraph and telex equipment will be installed in the main centers, including an automatic exchange of 200 lines in Addis Ababa. High frequency radio equipment will be installed to provide additional domestic and international circuits.

The total cost of the program is estimated at the equivalent of $10.8 million.



BY THE BEAUTIFUL BALTIC the Forest Owners Assn. of Sweden built the Morrum sulphate mill in an appropriately sylvan setting. The mill has a capacity of 140,000 tons. (Amer.-Swedish News Exch.)

# Surging U.S. exports to Sweden should set new records in 1966

## Commercial attache lists areas with best export potential for U.S.; Trade Center shows stirred up $10 million in sales during 1965

By GUSTAV E. LARSEN

*Commercial Attache, U.S. Embassy, Stockholm*

U.S. exports to Sweden in 1965 promise to exceed the two-billion-kroner ($386 million) mark, surpassing 1964's all-time high by at least 5%.

However, many Swedish distributors of U.S. products expect as much as a 15 to 20% sales gain for 1965 in both capital equipment and consumer goods. Most authorities predict more of the same for 1966.

The rosy outlook is particularly impressive in view of the tariff advantages given to U.S. competitors located in countries which are Sweden's partners in the European Free Trade Association (EFTA), and the fact that American suppliers are at a decided geographical disadvantage.

Over 180 U.S. subsidiaries and 6,000 Swedish representatives of U.S. firms are aggressively selling U.S. products in Sweden. Some 150 U.S. firms displayed their products in the U.S. Department of Commerce's exhibits at the U.S. Trade Center in Stockholm during 1965, resulting in total projected sales of $10 million.

The experience of the Swedish representative of an American laundry machinery manufacturer at the Commercial Laundry and Dry Cleaning Equipment Show in October is an example of the export sales which smaller companies can achieve through Trade Center shows. This firm reported off-the-floor sales of $40,000; forecast total sales of $300,000 over the next 12 months; and succeeded in making three new agency arrangements with other U.S. exhibitors.

A sound U.S. product represented by an energetic, reliable agent capable of providing excellent technical service can produce ever-rising exports for U.S. firms. For example, Tektronix Inc. of Beaverton, Oregon, designers and manufacturers of a cathode-ray oscilloscope, seriously entered the $140 million Swedish electronics market in 1948 when Erik Ferner was appointed their representative.

Mr. Ferner promptly sold Tektronix instruments to the L. M. Ericsson Telephone Corp., the Universities of Lund and Uppsala, the Research Institute for National Defense, and the Swedish Armed Forces.

Tektronix soon found it necessary to make many changes in their equipment so that they would operate as efficiently on 220 volts and 50 cycles as they did on U.S. power.

Tektronix continued to make necessary product changes to meet market needs, and the orders flowed in. By 1964 annual sales had grown to well over $1 million. The outlook for 1966 is even more promising.

As engineering sales representative for a number of outstanding U.S. manufacturers of electronic test equipment and other electronic devices, Mr. Ferner forecasts future growth for his company at 25% each year.

Many U.S. firms established in the Swedish market are estimating that their sales increases in 1966 will range from 20 to 30% greater than 1965. Promising markets for further U.S. development include: teaching aids; materials handling equipment; scientific and industrial instruments; advanced machine tools; electronic products, and business machines.

### Teaching aids

Sweden offers a small but interesting market for both industrial and school teaching aids. Interest in language laboratories in Sweden is great, and there are 30 audio-active-comparative types in use. The Swedish Board of Education forecasts an increase in school language laboratories to around 250 by 1971.

Industry is also interested in language laboratories for schooling and reschooling personnel in work procedures. A considerable import of foreign labor has combined with teacher shortages to increase the need for this equipment. Also, the Swedish authorities are budgeting increasing amounts for such laboratories.

Sales of material handling and automated warehousing equipment are expected to keep growing. Many of Sweden's large firms are planning or building warehouses that will include automated features not yet found in Sweden. The warehouse pattern that is developing will require industrial trucks of all types, computers and punched card systems, shelving, pallets and containers, conveyors, lifts, hoists, weighing machines, and registering and measuring devices.

Sweden is a growth market for scientific, industrial and technical instruments. The rate of growth is expected to increase sharply. Swedish research investment is currently running about $200 million a year and is expected to double by the end of the sixties.

## Can do better

Current U.S. participation in the market is limited, and U.S. instruments are regarded as good but expensive. Even so, knowledgeable Swedes feel that substantially greater sales of U.S. products in this field can be made in 1966.

Sweden is now investing in numerical control machine tools, especially on the cutting side; the new "machine center" type equipment is of considerable interest for milling and turning. Point to point and straight line milling facilities are required, with little demand for general contour possibilities. As the U.S. is out in front in the development of these products, American firms could do well in this promising market.

Overall imports of electronic components and equipment in the first half of 1965 were 20% above the very high level of the similar 1964 period. The order inflow and profits reported by local distributors and assemblers of electronic components and equipment point to a continued substantial growth of the Swedish electronics market during the years ahead.

## Trade Center box score

The U.S. Trade Center in Stockholm has two commercial exhibitions scheduled early in 1966, covering institutional catering equipment (Feb. 3-11) and industrial fasteners (March 8-16).

The Center, which opened last March, had held six exhibitions by the end of September, in which 122 firms participated. They covered packaging machinery, products for leisure-time activities, apparel fabrics, medical and surgical instruments, educational laboratories and systems, and photographic products.

Figures for a commercial laundry and dry cleaning show in October and a plant and equipment maintenance exhibit in November have not yet been made available.

Trade Center shows in Stockholm also attract buyers from neighboring Scandinavian countries.

U.S. MANUFACTURERS' representative Erik Ferner (left) describes Tektronix and Hewlett Packard technical equipment to Swedish buyers. Mr. Ferner represents a number of the leading U.S. electronics firms, and he expects his company's business to keep expanding at the rate of 25% per year.

An overall annual growth rate of 25% is generally expected, with the emphasis on professional and semi-professional electronics, and military equipment.

Recent progress in product development has not perceptibly relieved Sweden's dependence on imports for many components, particularly for defense purposes. Though the domestic industry continues to foster local production in an effort to eliminate this weakness, Sweden will continue to rely rather heavily on imports of semi-conductors, solid-circuit components and micro-units.

Moreover, as the use of such sophisticated components become more common, local production is likely to become increasingly an assembly operation, with the United States and leading European nations supplying most of the parts.

American suppliers seem confident of retaining a 20% share of the expanding Swedish market for electric typewriters, estimated at more than 15,000 units for 1965. The Swedish "Facit" appears to be the only serious competitor to the American IBM and Remington machines in this field.

On the other hand, the market for manual typewriters has been contracting from year to year, but even here American suppliers expect to retain their 20% share of the total market.

Their high degree of sophistication keeps American-made accounting machines (notably NCR and Burroughs) in great demand for the more complex accounting operations, an area where American suppliers are hopeful of substantially increasing their sales. Since local production is mainly confined to smaller machines designed for simpler operations, competition in machines comparable in size and performance to NCR and Burroughs is limited to one West German make (Kienzle) and an East German (Ascota).

Growth of the Swedish computer market has continued at an impressive rate with the progressing commercial application of electronic computers to business and administrative data processing. A 20 to 30% increase in overall sales of computer equipment is predicted for 1965, and this expansive trend is expected to continue unabated through 1966.

### FURNITURE

Manufacturer of laminated plastic and upholstered metal furniture seeks technical and financial assistance to expand production.

**Write:** Industries Garriz, S.R.C., Calle M. Celayeta s/n, Pamplona, Spain. WTD.

# U.S. traders have inside track in fast-growing Israeli market

## Long the top supplier, U.S. is now also Israel's leading customer; results of import liberalization have been disappointing to date

By MARK C. LISSFELT
*Economic Officer*
*U.S. Embassy, Tel Aviv*

The position of the American manufacturer and exporter in Israel is excellent. Once again, Israel's industrial expansion and gross national product (GNP) both expanded by more than 10% in 1964, and there has been no letup during 1965.

Israel's per capita income of well over $1,000 is among the highest in the Middle East and well above that of many Western nations.

In this setting of extremely rapid growth the American position, although secure, can certainly be expanded.

American businessmen still have to face severe competition from Great Britain, France, Italy and Germany—the latter particularly now that official relations between Israel and Germany have been established and German trade missions and trade officials are energetically moving into the market. Despite this competition the American businessman will find a receptive nation with a keen admiration for virtually anything "made in USA."

The U.S. was once again Israel's leading supplier in 1964, and for the first time also became Israel's biggest customer. The trade balance is still heavily in the U.S.'s favor, since Israel bought over $200 million in American goods while selling only $40 million worth to this country.

Israel is in the process of liberalizing its imports in order to provide competition for domestic industries. The first phase, which aimed at removing administrative barriers to imports, is almost finished. Customs duties will be reduced in the second phase. Although the results of the liberalization actions taken to date have not lived up to expectations, U.S. exporters can be encouraged that it is a move in the right direction.

### Plenty of business

The opportunities for U.S. businessmen in Israel are not confined to sales of goods, as there is plenty of business for anyone selling know-how and technical advisory services, or offering joint venture or licensing arrangements.

One of the persistent problems Israel faces is a shortage of manpower. As the country strives to industrialize, any labor-saving device is welcome. The Government is preparing studies to see what automation of its plants can do to alleviate this basic problem. Sophisticated, forward-looking managers who are interested in modernizing their factories already are looking to automation as the answer to their future needs.

The U.S. participation in the 1964 Tel Aviv Trade Fair ("Electronics USA"), a highly successful and profitable undertaking, helped open the way for all sorts of electronic products for which Israel has an appetite and a need. The Israel telephone system, much of it installed long before the Second World War, is undergoing badly-needed modernization and expansion of everything from its key lines and switching centers to the individual instruments in the home and office.

Television for Israel has already arrived with more than 20,000 sets in operation. As yet there is no domestic TV broadcasting and all reception must be "pirated" from neighboring Arab lands. Within a year the Government plans to operate a broadcasting facility for educational television. Commercial TV will probably follow shortly.

This trend implies an open field for American equipment and know-how, and organization of TV repair facilities. Teaching machines, all varieties of computers, and electronic testing equipment, new radio equipment and endless other electronic devices should find a good market here.

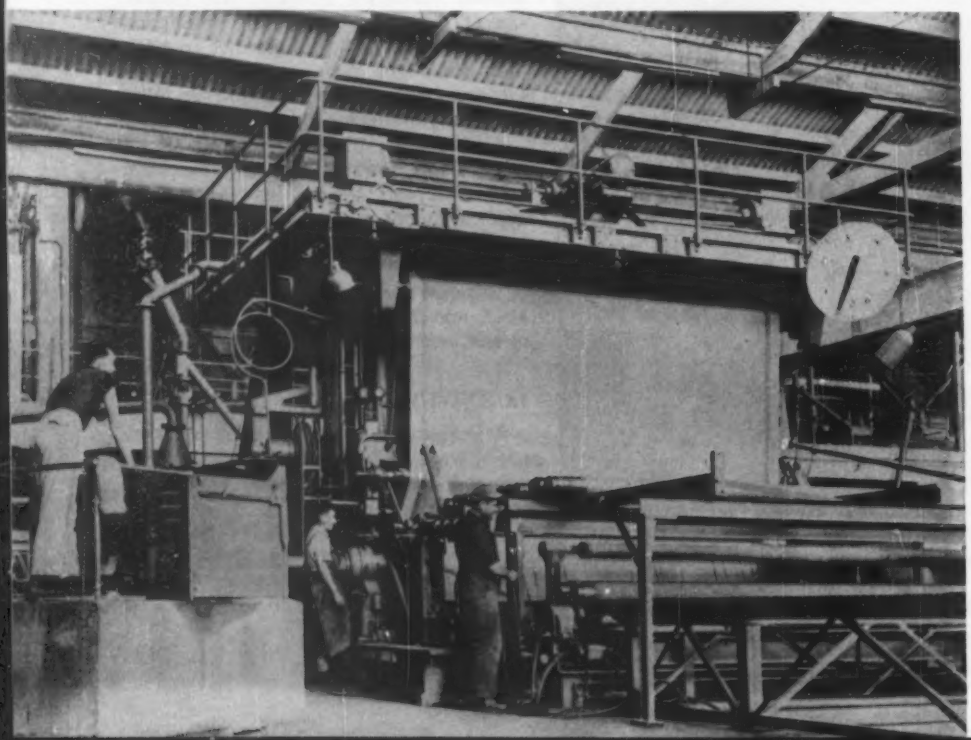
A second general field of opportunity for U.S. business is automotive repair and maintenance and highway construction. The number of vehicles on Israel's roads is multiplying at an alarming rate—alarming in view of the inadequate road network and traffic control devices, the lack of driving skills and the meager facilities for even the most basic of maintenance needs.

### Car imports nil

Import regulations will probably not favor the import of passenger cars in the years ahead. Israel plans to select a large automobile manufacturer to assemble in Israel. The one chosen can expect to sell from 5,000 to 10,000 passenger cars annually. An American manufacturer would be welcome.

Great Britain continues to hold its favored position in the heavy truck and bus field with the Government-granted

ISRAEL ASBESTOS CEMENT INDUSTRIES plant at Nahariya produces pipe to span Israel's deserts.



## Freight rate calculator

An Ocean Freight Calculation Table designed to aid traffic executives in expediting their daily routine has been prepared by the P. D. Marchessini Lines.

It gives such calculations as the dollar rate and sterling rate per ton; rate per 100 lbs. on long ton; rate per 100 lbs. on metric ton; rate per 100 lbs. on short ton; rate per cubic foot based on 40 cubic feet; and rate per cubic foot based on cubic meter. The table gives rates ranging from 25 cents to $70 per ton.

The table is available to executives who request it on a company letterhead.

**Write:** Ocean Freight Calculation Table, P. D. Marchessini Lines, 26 Broadway, New York, N.Y. 10004.

advantage for Leyland Motors. However, Dodge trucks in the three-quarters to 7½-ton range are to be assembled by an Israeli firm.

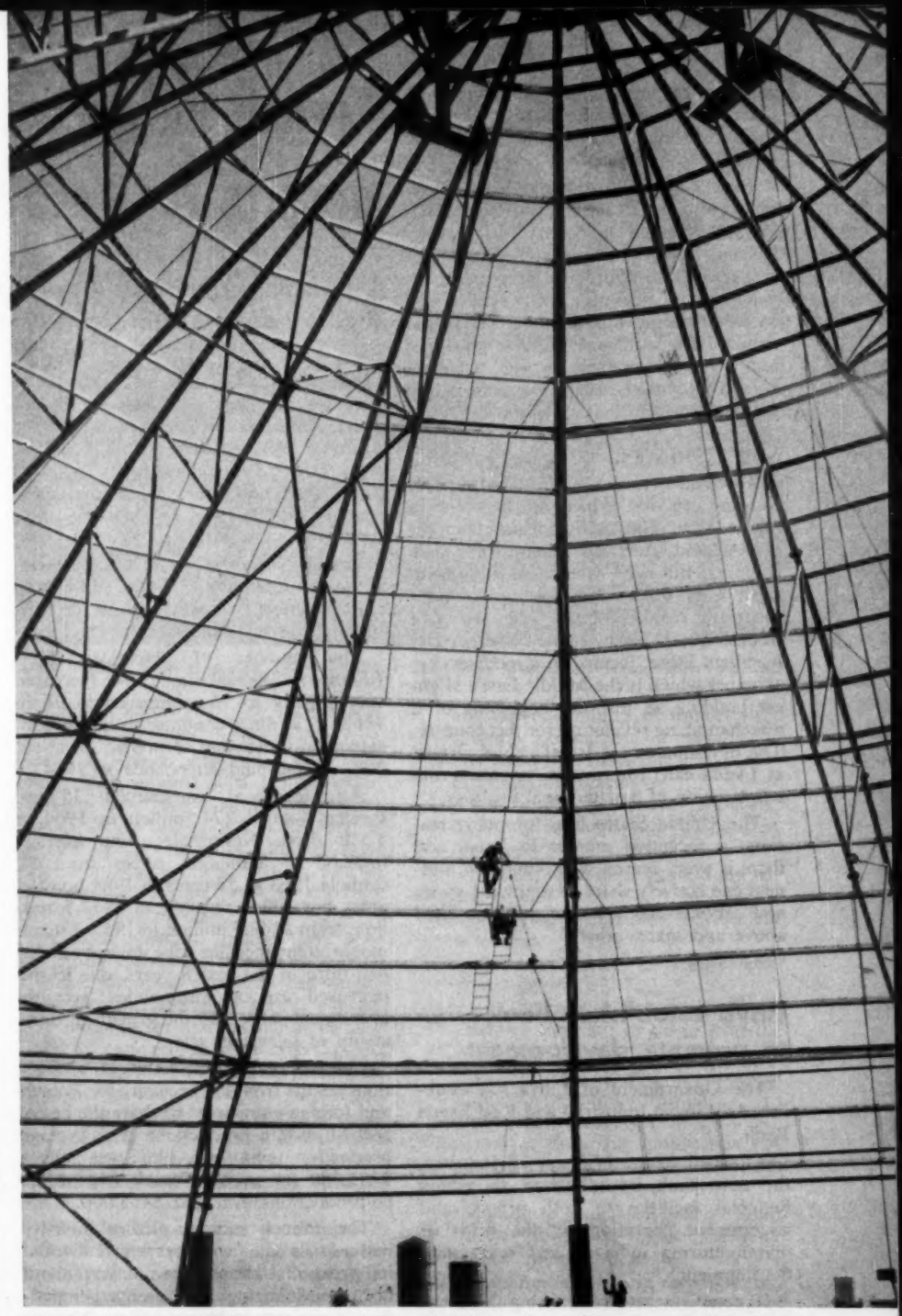
Garage equipment, from gas pumps and lubricating gear to more sophisticated wheel balancing and testing items, are needed. Automotive safety equipment and procedures are in great demand, as are driver training mock-up cars, projection equipment and whole courses of instruction.

As Israel speeds into the automotive age the country is trying to develop its road network. Railroads carry only a small portion of the goods and persons; the road networks carry the major burden.

Over the next decade the Government plans a sweeping expansion of its key highway facilities, to link Tel Aviv with Haifa in the north and Jerusalem to the east, and eventually to stretch through the Negev to the southern port city of Eilat.

This expansion is already under way and in the months ahead the need for construction equipment—dozers and scrapers, other earth-moving equipment, machines for laying asphalt, and related equipment—will be great. Individual engineering skills and consulting firms will also be sought out.

A third general field offering better than average opportunity for American businessmen is tourism and leisure activities. Israel hopes to expand its already sizeable foreign exchange earnings from tourism. Blessed with a marvelous sunny climate and extensive Mediterranean beaches, Israel already has made great strides to develop its sites of Biblical and other historical interest, from Nazareth to Caesaria.



**BY THE DEAD SEA'S SHORES, workmen erect the steel skeleton of a modern storage building at an Israeli potash plant. This valuable fertilizer is extracted directly from the waters of the sea.**

The high point in development of tourist facilities was the opening of the Tel Aviv Hilton Hotel in the fall of 1965.

A separate Cabinet Ministry of Tourism represents the interests of that sector of the economy, and is encouraging the building of medium-price hotels and the modernization of the many existing small hotels and pensions.

As the country's road network has spread and improved, a demand for road-side restaurants and motels has

arisen. Suppliers of the many items required for building and equipping these facilities should find a sizeable market in the months ahead.

Israel's development has created renewed interest in leisure activities. Boating, both inland and along the Mediterranean, has become a leading sport for those who can afford the equipment. All water sports activities from skin diving to water skiing are on the rise, so the demand for outboard motors, aqualung and fishing equipment, as well as small fiber-glass boats is rising. The same is true for camping and hiking equipment.

### Other opportunities

There are many more opportunities opening up for American business in other areas. The newly-constructed port of Ashdod, already open for some shipping, will need more new equipment, from huge dock-side cranes and equipment for handling bulk cargo to small trucks. The recently opened Shalom Department Store, located in a modern skyscrapper which is the Middle East's Highest building, is just the beginning of a merchandizing revolution for this country. The development of Israel's chief airport at Lydda calls for runway extension and construction of new terminal facilities.

The United States has, for many reasons, a receptive market in Israel and there is every reason why American business can actively share in supplying goods and services for the categories outlined above and many others.

## Libya establishes bank to promote development

The Government of Libya has established a Libyan Industrial and Real Estate Bank.

Attached to the Ministry of Industry, the new bank is authorized to extend financial facilities to both private and government operations in the fields of manufacturing industry and real estate development.

It complements the existing National Agricultural Bank of Libya, which performs the same functions for the agricultural sector of the economy. Half of the Industrial and Real Estate Bank's initial capital of $28 million is reserved for industry and half for real estate operations.

For a copy of the Royal Decree establishing the bank, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

# French movie industry gains despite falling attendance

### U.S. films account for 30% of paid French movie attendance; industry dickers with Government for substantial tax reductions

Despite the opening of several new theaters, the total number of French movie theaters in operation dropped again in 1964. At the beginning of 1965 there were 5,592 theaters in France compared with 5,683 one year before. Total seating capacity as of last January 1 was 2,667,568.

About 24% of movie theater performances were devoted to French films and co-productions, which accounted for 51% of total movie theater receipts.

The number of American films (dubbed) released in 1964 increased very slightly to 93, compared to 91 in 1963. U.S. films continue to enjoy considerable success and accounted for about 30% of the paid attendance in 1964.

Attendance at commercial 35-mm. theaters totaled 274 million in 1964, a 5.5% drop. Nevertheless, the average increase in admission prices from 51 cents in 1963 to 55 cents in 1964 boosted gross box office receipts to $153.5 million, from $148.7 million in 1963. French movie attendance has gone down by about one third in the past 8 years, due to the increased use of automobiles, growing installment sales, and the growth in ownership of television sets.

The continuing interest in co-productions results from the necessity for French and foreign companies to share the heavy cost of certain productions. The average production cost per film was about $283,000 for purely French films while co-productions averaged $465,000.

The French motion picture industry had a fairly satisfactory year in 1964 and its prospects, despite complaints about taxation, financing and foreign competition, are moderately promising. The industry expects substantial benefits to result from discussions on tax reductions which are under way between the industry and the Government.

Foreign sales of French films, and other returns resulting from the sale of exhibition rights for French films abroad, rose very slightly to $13 million in 1964. Germany remains France's best foreign market for movies.

In 1964, 35 French films were shown in the United States. The French industry believes that a greater potential exists and is confident it will share in the growing market for foreign films in the United States.

## International bidders will supply telephone equipment to aid Venezuelan program

The World Bank has approved a loan equivalent to $37 million to the Compania Anonima Nacional Telefonos de Venezuela (CANTV) to help expand the national and international telephone and telex services of Venezuela. All the important equipment and material to be financed by the loan will be purchased after international competitive bidding.

The program includes:

Installation of about 107,000 lines of automatic exchange equipment (of which a maximum of 53,000 will be purchased with Bank funds) and related cable networks;

Installation of 1,915 long-distance circuits totaling approximately 209,000 circuit miles which includes the expansion of the existing Eastern microwave system between Caracas and Puerto Ordaz;

Construction of a Western microwave system extending from Caracas to the petroleum center of Maracaibo and San Cristobal, near the Colombian border, and the installation of carrier equipment, cables, radio and open-wire circuits;

Installation of equipment for direct long-distance dialing between 29 cities;

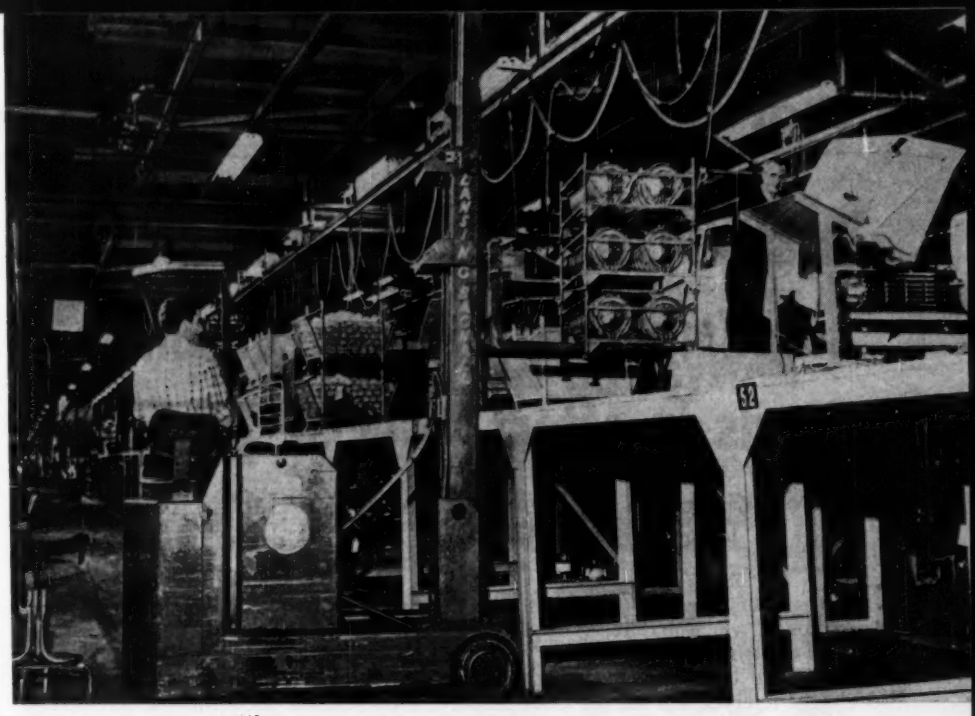
Laying a submarine cable between La Guaira, Venezuela and St. Thomas in the Virgin Islands, where it will connect with a submarine cable to Florida;

A new international long-distance switchboard and high-frequency radio equipment to provide approximately 18 international telephone circuits and 37 international telegraph circuits, and

Telex switching facilities for approximately 1,200 lines.

A new headquarters building will be built in Caracas to provide space for equipment and administrative staff.

# New report studies British industry's competitive stance



OLDER PLANTS have hampered the international competitive position of many British products.

The British National Economic Development Council has recently published a study on *Imported Manufactures —An Inquiry Into Competitiveness.* The report deals with the ability of British goods to compete with imported products. It concentrates on manufactures (including many semi-manufactures), because it is in this area that domestic producers could presumably satisfy most of the demand presently met by imports.

The report concentrates on British competitiveness in the home market because the factors influencing competition can more easily be studied domestically —but the report states that "the fact that this report concentrates on imports in no way implies that import saving rather than export promotion should be the main aim of industries' efforts, or of Government policies affecting international trade." It states that attention to the problems reviewed in the report "in many cases will assist the expansion of exports as well as the more successful competition with imports."

Imports of manufactured goods (including semi-manufactures) more than tripled in absolute value between 1954 and 1964, while they approximately doubled as a percentage of total imports. This rising share was only to a very small extent due to a faster increase in prices of manufactures than of other imports.

The greatest increases have been in years when there was a shortage in domestic productive capacity, but the increases were not subsequently reversed.

While the report admits that the need to increase the share of investment in total national expenditure and the trend towards greater international specialization would naturally boost imports—there is serious concern that British manufactures are losing ground in both domestic and international markets.

Data for the report were collected by the Economic Development Committees through consultations with end-users, importers, and domestic manufacturers; and through the submission of memoranda by trade associations.

The study surveys the use of imports in different industrial categories. It lists the reasons for the increase in imports in each case, and makes proposals for action by industry and Government.

In the field of mechanical engineering products, electronic capital goods, and scientific instruments, technical performance and design outweigh price considerations with most users. British manufacturers are not considered active enough in consulting with end-users as to their needs and in backing up sales with additional services; this is true in the domestic market and is certainly true in export markets.

Increased chemical imports have been blamed on a shortage of capacity, which is linked to small plant-size and higher costs. Certain consumer goods, particularly motorcycles and refrigerators, also suffer in competition with larger plants overseas that are able to make economies of scale. In this connection, the report states that "British manufacturers seem less willing to think in terms of the world market than manufacturers in other countries, some of them smaller than the U.K."

Other British consumer goods such as radios and textiles have suffered because of competition with imports from Asia, where labor costs are low. However, inefficiency in British plants has also made U.K. products uncompetitive with those of other industrial countries.

**The report recommends the following action by British industries:**

- Reform work procedures.
- Consider foreign markets in their planning.
- Pay greater attention to design and marketing.
- Emphasize research and development and the possibilities of import substitution, especially in chemicals, machine tools, mechanical engineering, and electronics.
- Increase consultation with end-users, including research into changes in their needs and tasks.

**Government actions suggested by industry:**

- Simplify and rationalize investment incentives.
- Establish confidence in future economic growth.
- Tailor Government procurement and research contracts to tie in with the needs of industry, particularly to stimulate technological development and increase standardization.
- Refine statistical sources.
- Encourage domestic production by foreign companies that have a large market in the U.K.
- Legislation to give the Board of Trade greater power to impose provisional anti-dumping duties.
- Re-examine certain tariff rates that may be too low in relation to those of other countries (chiefly plastics).

The study also recognizes the importance of research and development in industry. The Economic Development Committees for a number of industries (including machine tools, electronics, and chemicals) are calling for increased research and development activities.

For copies of the complete study, **write:** York House, Kingsway, London W.C.2. The price per copy in England is 50¢.

# Irish Government imposes import surcharge on finished consumer goods in effort to close trade gap

## United Kingdom, continental Europe expected to feel most of impact; little effect seen on U.S. shipments

The continuous widening of the Irish trade gap, which may reach about $150-$160 million by the end of this year, accompanied by a decrease in foreign exchange reserves, has led the Government of Ireland to impose a surcharge on a wide range of imports in the consumer or "luxury" category.

The surcharge became effective last Nov. 2 and will remain in effect at least until March 31, 1966.

The general rate is 15% but for goods of British or Canadian origin, in accordance with existing trade agreements, the surcharge will be 10%. A later amendment exempts all imports from Northern Ireland from the surcharge.

The surcharge is limited to finished consumer goods. Imports of goods requiring further processing or assembly, capital goods, raw materials, foodstuffs, and goods for agricultural purposes are exempt from the charge.

### Range of impact

The Irish Government estimates that roughly 10% of imports will be affected, and it is thought that the impact will be felt primarily by the United Kingdom and continental Europe.

As U.S. exports to Ireland primarily consist of agricultural products, raw materials, machinery and products requiring assembly or further processing, it is felt that U.S. shipments will not be greatly affected.

It had become increasingly evident during recent months that Ireland was approaching economic difficulties and that without remedial measures a serious crisis could develop. Earlier this year there were hopes that the economic picture would improve without more direct Government interference or control.

Credit restrictions introduced last summer were expected to help, but imports continued to rise, production and exports declined, and public expenditures increased.

Imports for the first six months of 1965 reached $539 million, an increase of $38.4 million or 8% over the same period last year. Imports from the U.S. were down 0.6% to about $44.8 million.

### Decline in exports

Total exports during the first half of 1965 were down to $275.8 million, a decrease of $28.8 million or 9.7%. The balance-of-payments deficit on current account widened from $89.6 million in 1964 to an estimated $140 million in 1965.

The first move to remedy the situation was made in late October with an imposition of price controls on a wide range of products, immediately followed by the import surcharge.

An initial assessment of the effect of the surcharge indicates that the value of trade covered by the surcharge amounted to approximately $91 million or about 9.4% of total imports in 1964. Of this amount, almost $52.9 million came from Great Britain and over $1.7 million from the U.S.

Official observers feel that the import levy may not have a significant effect on 1965 trade figures.

To some extent, the Government of Ireland regards the surcharge as a symbolic gesture intended to dramatize to importers the need for restraint and to give them a specific incentive to curtail import orders. Importers are now reluctant to place new orders for goods and are apprehensive about the eventual sale of goods currently awaiting delivery.

Another aspect is that imported goods required for further manufacture or assembly may be excluded by a licensing procedure from the surcharge. Since approximately 50% of Irish industry consists of factories for the final assembly of a wide range of consumer goods, the effect of the levy on consumer demand would not appear to be as great as expected.

The Government did impose restrictions on installment buying earlier this year, but with only negligible results. It avoided imposing the levy or other restraints on items used in producing consumer goods, which would have effectively curtailed local production, in order to maintain employment in the factories producing those goods.

For further information on specific products, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Honduras restricts small business to native-born; makes some exceptions

The Government of Honduras has issued a new law restricting small business ventures to Hondurans by birth. Small business ventures are described as those with a working capital of $5,000 or less.

The law, which became effective November 17, extends equal rights to naturalized Hondurans when their country of origin offers reciprocal benefits.

Naturalized Hondurans and foreigners may also invest under the limitations of the law when Hondurans are not engaged in similar ventures. This exception will be granted for a 10-year period with renewal privileges, providing Hondurans have not entered a similar venture.

Ten-day loan copies of the decree are available from the Department of Commerce, Bureau of International Commerce, Washington, D.C. 20230.

### TOOL-MAKING PRODUCTS

A firm engaged in precision engineering and tool making is seeking an arrangement with a U.S. firm to manufacture under license products associated with tool making or precision small-batch production. Items of particular interest include hydraulic and pneumatic equipment such as cylinder, control actuators, valves; precision and small variable-ratio gearboxes; precision holding fixtures for machine tool industry; unit tooling systems; precision machine tools.

**Write:** G. V. Linham, Ltd., Balaclava Rd., Fishponds, Bristol, England.

# Spain adopts new method for lowering some import duties

## Special customs schedule appendix includes foreign capital goods

Spain has adopted a new procedure for reducing duties on imports of capital goods not manufactured in Spain.

Article four of the basic customs law of 1960 permits the temporary reduction of duties for capital goods which are to be used for basic installations or for those existing plants having a "social and economic" interest as long as such capital goods are not manufactured in Spain.

In the past, amendments were made to the text of the customs tariff, or footnotes were added, defining the commodities meeting these requirements and lowering their duties. Another amendment had to be made when the cut was abolished.

Under the new procedure, capital goods not manufactured in Spain and imported for basic installations or for factories of social and economic importance to the country's economic development will be included in a special appendix to the customs schedule. The commodities will be described by nomenclature and tariff number, with the new duty rates listed along with their effective date.

### Expiration date

The reduced duty will automatically expire two years from the effective date, or before two years if national production of the commodity commences. Extension of the duty reduction beyond the two-year period is permissible if interested parties submit a request to the Ministry of Commerce at least three months prior to the expiration date.

The following commodities are the first items to be included in the new appendix. They have a 1% duty rate which became effective last Oct. 1.

84.19-D-2 Combined machines that automatically fill and prepare containers with dry or solid products and carry out four of the following operations: fabricate, close, weigh, encapsule, print on seals or tapes, and pack; 84.37-E automatic machines for passing through wrapthread;

84.45-B-1-c Parallel lathes with a unitary weight of 40,000 kg.; 84.59-G continuous machines for manufacturing galvanized sheets by electromechanical process; 84.59-M machines for assembling electric battery elements; 87.01-A-2 highway tractors with a power over 350 h.p. and three differentials, for towing heavy-duty equipment.

## Guatemala limits foreign investment in private homes

All foreign investment in Guatemalan private housing must be approved by the Ministry of Economy.

The new law stipulates that a yearly limit will be placed on the total value of foreign investment in private housing, sets forth the requirements which applicants must fulfill, and limits foreign investments to certain types of housing.

The major limitations included in the law are: individual units retailing up to $6,000; down payments appropriate to economic status of purchaser; interest rates within legal maximums; local procurement of 75% of construction materials, and guarantee of quality in accord with materials used.

Ten-day loan copies of the decree are available from the U.S. Department of Commerce, Bureau of International Commerce, Washington, D.C. 20230.

## Singapore awards pioneer certificates to 32 industries

The Singapore Economic Development Board has awarded Pioneer Industry (tax exemption) certificates to 32 new industries, bringing the total number of certificates issued to 151 and the total number of pioneer companies to 145.

Nine of the companies receiving certificates are in production, and eight are scheduled to begin operations before the end of 1965.

Eight of the 32 industries are basic metal and engineering firms, four produce food and beverages, four textiles and garments, and the rest will make wood, chemical and paper products.

The firms have a combined authorized capital of $29.3 million and will employ 4,300 people when in full production.

A list of pioneer products and industries and firms awarded pioneer certificates is available.

**Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

# Greece enacts first measures to alter tariff rate system

## Steps taken to align duties with EEC's Common External Tariff

Greece has taken the first step in aligning its tariff rates with the Common External Tariff (CXT) of the European Economic Community (EEC).

Of the approximately 2,000 tariff items affected, roughly two-thirds were reduced in duty and one-third were raised.

The move is the first result of Greece's association with the EEC that directly affects U.S. exports to Greece. Greece has been an associate member of the EEC since 1962, but previous tariff changes resulting from the association were concerned solely with lowering duty rates on imports from the EEC.

In the recent alignment move, Greek external tariff rates were changed on a broad range of products for which total alignment is to take place by 1974

Greek duty rates for products on this list that were not more than 15% above or below the corresponding CXT rates were raised or lowered (as the case might be) to the level of the CXT rates and are now identical with the EEC's CXT.

### Closing differences

Greek rates that were more than 15% above or below the corresponding CXT rates were raised (or lowered) by 30% of the difference between the Greek rate and the CXT rate, thus closing the difference between Greek rates and the CXT by nearly one-third.

The next change in Greek external tariff rates is scheduled for 1970, when a further alignment move will be made. Products on the other list (for which alignment is to take place by 1984) were not affected by the recent move, and the first change on this list is also scheduled for 1970.

For information on the new duty rates for specific products, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

# Export credit report for October issued on Latin America

### Federal Reserve Bank notes increase in letters of credit

Outstanding letters of credit confirmed by 11 reporting banks rose in October by $1 million to $278.6 million, according to a report issued by the Federal Reserve Bank of New York.

This was the highest monthly figure since December 1951.

Increases in outstanding letters of credit were recorded for seven of 23 countries in the survey while 14 showed declines. Mexico, with a $5.7 million increase, reached its highest amount since October 1953.

Colombia's total rose by $3.4 million and Chile's by $2.5 million to a record $33.7 million. For Brazil, outstandings continued upward, with a $2.2 million rise to $47.6 million, the highest level since November 1958.

These increases were partially offset by a $4 million decline for Venezuela, and a $7.6 million decrease for Trinidad (the latter being included under "Other Latin America").

### Argentina sets record

Outstanding draft indebtedness also rose in September, with a $4.1 million increase to $258.6 million. Argentina's $2.3 million increase to a new record of $39.6 million was the largest change. Chile and Peru registered gains of about $1 million each. The only substantial decline was for Venezuela, where draft indebtedness fell by $1.3 million to $31.4 million, its lowest since February 1957.

New drafts drawn on importers totaled $40.4 million, $4.4 million less than in September. Venezuela, with a $2.9 million decline, accounted for most of this change. Argentina and Chile also showed decreases of about $1 million each.

The $36.4 million level of drafts paid by importers in October was $1.7 million less than September's figure. Declines of about $1 million each in Venezuela and Argentina more than offset a $1.5 million increase in Brazil.

### Import limits

The United States Tariff Commission has published an 18-page booklet listing the quantitative restrictions and tariff quotas imposed on U.S. imports. A limited number of free copies of Tariff Commission Publication 165 are available to U.S. businessmen.

**Write:** The United States Tariff Commission, Washington, D.C. 20436.

## El Salvador needs U.S. services for highways

El Salvador will purchase U.S. equipment and services needed to improve its highway maintenance program.

While no firm sales contract has yet been signed, U.S. procurement is expected to include dump trucks, bulldozers, graders, rollers, loaders, concrete mixers, pumps and other items required to maintain the more than 5,000 miles of highways in El Salvador.

Purchase contracts negotiated by the Government of El Salvador will require U.S. suppliers to provide training for use and maintenance of the equipment.

The purchases will be financed through a $2.5 million Alliance for Progress loan authorized by the Export-Import Bank. The new loan brings to some $38 million the total value of U.S. goods and services purchased by El Salvador with Export-Import Bank assistance. Two-thirds of this amount has been repaid.

The loan is repayable over eight years beginning in 1968.

## U.S. company invests in Colombian plastics venture

W. R. Grace & Co. of New York has made a $132,576 investment in Colombia to expand facilities for producing components used in making plastics.

The investment will enable Carboquimica, S.A. to manufacture anhydride plasticizers and other chemicals.

The U.S. firm has been issued investment guaranties by the Agency for International Development for $265,152 against loss from inconvertibility of local currencies, $265,152 against loss from expropriation, and $350,692 against loss from war, revolution and insurrection.

## Ecuadorean paper enterprise will require U.S. equipment

U.S. equipment and engineering services will be used to help construct Ecuador's first integrated pulp and paper enterprise, Papelera Nacional, S.A.

The $3.4 million venture will produce wrapping and bag paper and corrugated paper board. Since bagasse will be the primary raw material, the plant will be located adjacent to a sugar refinery owned by Sociedad Agricola e Industrial San Carlos, S.A., 25 miles from Guayaquil. It will have a rated capacity of 20 metric tons a day upon completion in 1968.

An investment of $2.6 million will be made by W. R. Grace and Co., International Paper Co., and Sociedad Agricola e Industrial, partners in the new venture.

An $800,000 Alliance for Progress loan has been authorized by the Export-Import Bank to finance the U.S. purchases.

The loan is repayable over five years beginning in 1968. Repayment is guaranteed by Comision de Valores-Corporacion Financiera Nacional, an agency of the Government of Ecuador.

## Japanese auto producer to purchase U.S. tools

Toyo Kogyo Co., Ltd., one of Japan's larger automotive manufacturers, will buy U.S. machine tools needed in conjunction with the firm's current expansion program.

The firm, located at Hiroshima, plans to increase its production capacity 50% by 1970.

The expansion program will cost a total of some $215 million with $5 million expected to be used for procurement of U.S. materials.

The Export-Import Bank has authorized a loan of $3.3 million to Toyo to be used for financing the U.S. purchases. The balance of the cost of expansion will be provided by other loans, sales of capital shares, and reinvestment of earnings.

### REFRACTORY MATERIALS

Manufacturer of refractory materials seeks capital and technical assistance from a U.S. firm specializing in the manufacture of refractory materials.

**Write:** Aronda, S.L., 13 San Pedro Nolasco, Burriana (Castellon) Spain. WTD.

# Bombay firm seeks U.S. partner for nuts, bolts venture

A Bombay engineering company is interested in a joint venture with an experienced U.S. firm to manufacture special type ferrous and non-ferrous bolts and nuts used in transmission towers, and precision bolts and nuts and forged components required in automobiles, machine tools and other engineering equipment.

The firm presently designs and manufactures a complete range of transmission line towers and erects and lays out transmission lines.

It also fabricates structures for substations, aerial masts, ropeway and track structures for railway electrification. This project will be part of the company's expansion program.

Financial needs to initiate the project are estimated to be approximately $2.5 million. The U.S. partner is asked to put up $1,125,000 for imported equipment and machinery plus technical know-how including patent and design rights. Services of U.S. technicians are to be supplied as needed.

### Location Set

Complete detailed plans of the proposed venture have not yet been prepared as the firm wishes to accomplish this function in collaboration with a potential U.S. partner.

The proposed manufacturing facilities are to be located at Jaipur, Rajasthan in the Northern part of India. Initial proposed annual volume of production is estimated at 6000 tons of which about 3000 tons will be for the firm's own use and 3000 tons for local markets.

**Write:** Kamani Engineering Corp. Ltd., Kamani Chambers, Nicol Rd., Ballard Estate, Bombay 1, India. WTD.

**OVENS**

Dutch manufacturer of ovens for industrial use is interested in cooperating with a U.S. designer and/or manufacturer of ovens for the ceramic, steel and glass industries.

**Write:** N. V. Verhoeff's Isoleer & Ovenbouwbedrijf N.V., 84 Wijnhaven, Rotterdam, Netherlands. WTD.

### Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

## Northern Nigeria wants flour mill joint venture

The Government of the Northern Region of Nigeria requests a joint venture with an experienced U.S. milling firm to establish a flour mill at Kano. The estimated cost of the project is $1.2 million. The U.S. firm may participate to the extent of 49%, principally in machinery and equipment. Management and technical know-how is asked of the U.S. collaborator.

Plans for the mill anticipate an initial annual production of 15,000 tons of flour from locally grown wheat, increasing to 30,000 tons a year by 1968.

**Write:** Olayinka Simorjan, Secretary for Commercial Affairs, Embassy of Nigeria, 1333 16th St., NW., Washington, D.C. 20036.

**CORE BINDERS**

Manufacturer of chemical products for use in foundries, seeks license from U.S. firms for the production of core binders.

**Write:** Auxiliar Industrial, S.A., 3 Conde de Aresti, Bilbao, Spain.

# Nigerian shrimp fishing possibilities cited in report

Tests of commercial shrimp fishing possibilities, using several types of trawls along the coastline of Western Nigeria within 20 miles of Lagos Harbor, have proved successful, according to a recent report.

New nets tested on a commercial trawler during a three-day period resulted in a catch ranging from 1,000 to 2,400 pounds of head-on shrimp, compared to a 50 to 100 pound catch using heavy nets with mesh sizes during the same time.

The heavy nets were used by trawlers before 1964 when a substantial improvement in shrimp fishing was made possible through the use of Marinovich semi-balloon type trawls.

Approximately 6,000 pounds of shrimp caught during the recent tests were shipped to the U.S. to ascertain acceptance in the U.S. market. It has been reported that the shrimp have been accepted as the brown variety although some were color sorted and classified as white. The shrimp were handled through regular trade channels, proved acceptable in taste and passed pure food and drug inspection.

### Biologists' findings

Marine fisheries biologists working with the shrimp report that those caught in 16 to 20 fathoms are of the Penacus duorarum and Penaeopais Miasi variety while those caught closer to shore are Penaeus durorarum as well.

Areas richer than those near Lagos Harbor have reportedly been discovered in the delta vicinity of Port Harcourt. Catch rates of as high as 1,500 pounds a night are cited. Night hauls appear to yield a higher catch than daylight fishing.

Further results of exploratory work by the Guinea Trawl Survey are expected to become available soon and are likely to prove other possible grounds in deeper water along the Nigerian coastline. Some U.S. fishing firms are reportedly already exploring possibilities in the general area.

For more information, **write:** Bureau of International Commerce, Office of International Investment, File 8630, Department of Commerce, Washington, D.C. 20230.

# Prequalification bids for road and bridge in Honduras requested

The Director General of Highways, Tegucigalpa, Honduras, invites applications for prequalification from contractors wishing to submit bids for the proposed highway and bridge contracts.

The highway project is for Section 2 of the North Road Project between Tegucigalpa and Comayagua, and includes the grading, drainage, base surfacing and double asphaltic surface treatment of about 31 miles. The bridge contract will be for the Ulua River Bridge which is about 214 yards long and all approaches, North Road Project, between Potrerillos and San Pedro Sula.

Prequalification papers must be submitted before Dec. 22 to Luis A. Stephen, Director General of Highways, Ministry of Communications and Public Works, Tegucigalpa. Bids, when advertised, will be accepted only from firms or contractors who have been prequalified.

Applications for prequalification must include a complete statement of the contractor's financial ability and experience in performing public works. Financial statements that have been certified more than 90 days prior to the date submitted must be accompanied by a certification, executed by a company officer, attesting to the relative status.

To assist in financing the construction of the North Road Project, the Government of Honduras has obtained loans from the International Bank for Reconstruction and Development, the International Development Association, and the Inter-American Development Bank.

## Uganda requests supply bids on annual needs of 162 items

The Chief Supplies Officer of the Uganda Ministry of Works & Communications invites bids on their total requirements of 162 items for the 12 months starting July 1966; however, no guarantee can or will be given that the full quantities will be ordered within the period specified.

The tender No. is E/1/66-7. Bids, original only, should be mailed in a sealed envelope to the above Supplies Officer, P.O. Box 98, Entebbe. Bid deadline is noon, Jan. 10, 1966.

The listed items include 3 types of tiles, wall, white glazed, total 64,500; 4 types doorframes, profile "A", pressed steel for wooden flush doors, total 1,340; 7,500 sheets hardboard wall boards; 10,000 sheets softboard wall boards; 1,400 sheets plywood; 75¾" x 18" iron bars with staples; bolts (3", 4", 6") barrel or tower brass; bolts, barrel or tower iron, best quality riveted, Japanned plates and polished bright shoots; bolts, flush cast brass polished; bolts, monkeytail and pad iron jappaned wrought iron throughout; 15 brass mortice spring catches ⅝" x 1½"; 320 fasteners, casement; 700 tins "Philiplug" plastic fibre; 40 wall soap fixtures, white porcelain; 50 porcelain wall toilet roll fixtures; 80 wall towel rail fixtures 36" x 1" C.P. c/w brackets and screws; 300 tins soldering fluid.

Hardware items in sets, pairs or numbers include various sizes or types of locks for furniture, handles, hasps and staples, brass and steel butt hinges, hinge tees, hooks, key blanks, locks (box, cupboard and drawer), and iron galvanized padlocks.

Also listed are supplies as dampcourse, felt roofing, gauze, glazing clips, clear glass, Hessian cloth, glue, hose, lead sheet, line sash, mirrors, paste (soldering "Fluxite"), rope, sandpaper, solder, springs & checks, strap banding, staples, stays, tacks, tallow, twine, wire and caulking yarn.

A copy of "Notes for the Guidance of Tenderers" and the list of items (specify item) are available to interested firms located in the U.S. from the Building Materials & Construction Industries Division, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

## Electronic equipment and spare parts for video equipment sought by Korea

Korea's Office of Supply has issued Invitation for Bids No. KFX-5142-S calling for various quantities of electronic equipment and spare parts. Among the items wanted are one set of VHF radio communication equipment, operating in the 144-174 Mc/s range with a power output of 30 watts, FM, several types of microphones; test equipment; portable broadcast video tape recorder; and spare parts. The spare parts are for several pieces of Toshiba video equipment, as well as RCA studio equipment. Also wanted are quantities of vacuum tubes, transistors, and diodes.

Bid deadline is Dec. 20 at the Office of Supply, Seoul, Korea. The earliest possible delivery is desired. The equipment is for the Ministry of Public Information. Award may be made on an "all or none" basis for each complete item at the buyer's option.

Loan copies of the bidding documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

## E. Pakistan seeks bids on ores, ferroalloys, fluxes, various other materials

The East Pakistan Industrial Development Corporation of Pakistan, Dacca, has issued Tender Notice No. IS-61(5)/65 for bids on 170 tons of iron ore, 800 tons manganese ore, 170 tons flourspar, 780 tons ferrosilicon, 2,250 tons ferromanganese, 3 tons calcium silicon, 800 tons silicomanganese, 400 tons ferrophosphorus, 0.6 tons phosphorbronze and 2.5 tons of graphite, for use at the Iron and Steel Works, Chittagong.

Bid deadline is Jan. 10, 1966.

Tender documents are available from the Consul General, Pakistan House, 12 East 65th St., New York 21, N.Y., upon payment of Rs 25 (approximately $5.25) which is not refundable.

# Eligible contractors can submit prequalifications for Japan's bridge jobs

The Tokyo Expressway Public Corp., 5 Shiba Toranomon, Minato-ku, Tokyo, is seeking international tenders on two steel bridge construction projects for the Haneda-Yokohama Expressway. Applications for prequalification must be submitted before Jan. 8, 1966.

The announcement of these two projects contains an outline of the construction projects and instructions for prospective bidders. Work areas covered in the first project are No. K-22 and 23; the second project includes No. K-33, 34, Y-11 and 12 (part one).

Contractors with experience and ability in steel bridge construction who are nationals of the member nations of the International Bank for Reconstruction and Development are invited to submit bids.

Sample copies of the Announcement of and the Information Regarding the International Bidding for Haneda-Yokohama Expressway Project Steel Bridge Construction and the Gist of Preparation of Documents Concerning the Prequalification of those Who Desire to Participate in the International Bidding are available on a loan basis to interested and qualified contractors in the United States from the Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

## Iraqi firm seeks complete poultry processing plant

The General Poultry Co., Commercial Bank Bldg. (4th Fl.), Bank St., Baghdad, has issued tender No. 3 for a complete poultry processing plant.

It is requested that two offers be submitted, one offer according to a capacity of 2,500 birds per hour and the other according to a capacity of 4,000 birds per hour on the basis of an eight hour working day.

Equipment to be included are cooling and freezing machinery for ice production and quick freezing, grading, bagging and sealing machinery.

Bid deadline is Jan. 10, 1966.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

## Poultry feed plant bids given deadline extension

The General Poultry Co., Economic Establishment, Commercial Bank Bldg. (7th Floor), Bank St., Baghdad, Iraq, has extended the bid deadline for the design, supply, installation, and start up of a poultry feed plant, 40,000 metric tons of poultry feed per year, from Dec. 15 to Jan. 31, 1966. (INTERNATIONAL COMMERCE, Nov. 22, p. 36).

## Ecuador to build 66 housing units; seeks building bids

The Ecuadorean Housing Bank invites interested architectural and construction firms to bid on the construction of 66 housing units in the Urbanizacion "Abdon Calderon" in Cuenca.

This housing program is to be financed under a loan agreement between the Ecuadorean Government, the Ecuadorean Housing Bank, and the Inter-American Development Bank, which administers the Social Progress Trust Fund, but the Housing Bank has reserved the right to accept bids for all or part of the construction, to increase or decrease the number of units to be built, or to desert the bid.

Interested U.S. firms may obtain copies of the plans and specifications for this project from either the Oficina de Personal del BEV, Banco Ecuatoriano de la Vivienda, Quito, Ecuador, or from the "Mutualista Azuay," Cuenca, Ecuador upon payment of approximately $10.81. This payment will be considered as an inscription fee for the bid. Offers must be received before 5 p.m. local time on Dec. 20.

## NATO project in Turkey open to steel pipe bids

The Headquarters Command, Allied Land Forces Southeastern Europe (LANDSOUTHEAST), has issued Invitation To Bid Proposal No. 1965-5 for various diameter galvanized steel pipe with threaded ends and with coupling on one end. According to the specifications, one full length of steel pipe should not be less than six meters long.

The Invitation specifies: 350 meters, ¾" dia.; 150 meters, 1" dia.; 50 meters, 1¼" dia.; 275 meters, 1½" dia.; 440 meters, 2" dia.; 2,200 meters, 3" dia.; and 80 meters, 4" dia.

Bids must be received by Dec. 20 at the Headquarters, Allied Land Forces Southeastern Europe, P.K. 527, Izmir, Turkey, Attn: Purchasing & Contracting Officer.

A copy of the Invitation To Bid Proposal is available to U.S. firms from the Department of Commerce's Trade Opportunities Staff, BDSA 6192. Washington, D.C. 20230. Telephone: 202-WO 7-4674.

## Ceylon to purchase paper and paperboard; issues schedule for annual needs

The Superintendent of Stores, Government Stores Department, Colombo, Ceylon has issued a Tender and Schedule for the Supply of Paper and Boards—1965/66, with a deadline of Jan. 18, 1966, to purchase the annual government requirement of paper and paperboard.

The schedule specifies 1.7 million sheets of paperboard plus 342,750 reams and 21,600 reels of printing and writing papers in various colors, weights, and sizes.

Copies of the tender are available from the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

A copy of the tender is also available on a short term loan basis, to firms located in the U.S., from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

**The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.**

***Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.***

**The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.**

- **● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**
- **★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.**

# Leads for Exporters

***Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.***

### 019 Commercial farms

**FRANCE**—Grass-seeds, particularly: Highland bentgrass, timothy, alsike, hybrid sorghum. Etablissements Fauchet-Leplatre (importer, manufacturer, dealer), 27 Rue J. J.-Rousseau, Paris 1. WTD 11/18/65.

Flower and vegetable seeds; requests replies in French. Gruel-Fayer (Cultivateur-Grainier) (importer, wholesaler, retailer), 21 Avenue du Mail, Rennes, Ille-&-Vilaine. WTD 10/21/65.

### 149 Nonmetallic minerals

**PAKISTAN**—Graphite, 5 tons. New Star Foundry (manufacturers), Outside Sarai Sultan, Lahore, West. WTD 11/24/65.

### 200 Food

**BELGIUM**—Foodstuffs, food preparations, groceries. Direct purchase and/or agency. Maison Louis Vanderbist (importer, wholesaler), 17 Rue Brichaut, Brussels 3. WTD in preparation.

**SWEDEN**—Raw materials for food industry such as ingredients for bakery industry, beverage concentrates, canned goods in bulk for reprocessing, fruit peel, preserves, jellies, sauces, nuts in bulk; direct purchase and agency. Kemiflor AB (importer, wholesaler, sales agent), Sveavagen 9, Stockholm. WTD 12/4/64.

### 201 Meat products

**KUWAIT**—Frozen poultry: turkey, duck,

chicken. Limex Co. (importer, wholesaler, commission merchant), P.O. Box 525, Kuwait. WTD 10/27/64.

**SPAIN**—Canned meat products, sausages, cured meats, frozen meats, mainly beef and pork. Elaborados Alimenticios Espanoles, S.L. (manufacturer, importer, wholesaler), Arganzuela 31, Madrid (5). WTD 11/19/65.

### 203 Canning, preserving foods

**HONG KONG**—Canned abalone; canned tomato sauce. Hunter Corp., Ltd. (importer, exporter), 6th Floor, Luk Hoi Tong Bldg., 31 Queen's Rd., Central, Hong Kong. Cable: SHIPHUNTER. WTD 4/13/65.

**KUWAIT**—Frozen fruits and vegetables. Limex Co. (importer, wholesaler, commission merchant), P.O. Box 525, Kuwait. WTD 10/27/64.

**SPAIN**—Canned fish, shrimps, oysters, clams, crabs; raw and cooked frozen packaged fish, other sea food. Elaborados Alimenticios Espanoles, S.L. (manufacturer, importer, wholesaler), Arganzuela 31, Madrid (5). WTD 11/19/65.

### 205 Bakery products

**KUWAIT**—Packaged sweet biscuits (cookies). Limex Co. (importer, wholesaler, commission merchant), P.O. Box 525, Kuwait. WTD 10/27/64.

### 210 Tobacco

**BELGIUM**—American pipe tobacco; cigars and cigarettes, well known brands. Requests full details, prices, terms. Direct purchase and/or agency. Maison Louis Vanderbist (importer, wholesaler), 17 Rue Brichaut, Brussels 3. WTD in preparation.

### 220 Textile mill products

**MOROCCO**—All kinds of unbleached and finished fabrics, including cotton, nylon, rayon, staple fiber. Requests quotations Casablanca, replies in French. Direct purchase and agency. Etablissements Guessous Ben Salem, 74 Rue de la Garonne, Casablanca. WTD 10/27/65.

### 221 Broad woven fabric mills, cotton

**FRANCE**—Raw and dyed cotton denims, moleskins and corduroy, for manufacture of work clothing. Direct purchase and agency. Philippe Noel Viel (agent), 37 cours d'Herbouville, Lyon (4). WTD 11/15/65.

### 222 Broad woven fabric mills, manmade fiber, silk

**BELGIUM**—Nylon stretch fabrics for girdles. Interested in direct purchase for own use. Manufactures Generales de Corsets B.C. (manufacturer), Mr. Fernand Bouckaert, 206 Rue de Brabant, Brussels 3. WTD in preparation.

**SWEDEN**—Fabrics for women's dresses: rayon, rayon/man-made fiber mixtures. Direct purchase and agency. Angelo Tenconi (agent), Packhusplatsen 2, Goteborg C. WTD 11/15/65.

### 224 Narrow fabrics, other smallwares mills

**FRANCE**—Florists' ribbon, fancy or plain, widths 2-15 cm. Diacquenod & Cie. (manufacturer), 21 Rue Royale 69, Lyon (1). WTD 11/22/65.

### 228 Yarn, thread mills

**SWEDEN**—All kinds of yarns for manufacture of hosiery. Direct purchase and agency. Angelo Tenconi (agent), Packhusplatsen 2, Goteborg C. WTD 11/15/65.

### 229 Textile goods

**SWITZERLAND**—Textile materials for awnings and sunscreens. Samples indicating types of materials which would be of interest are available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Direct purchase and agency. H. Engler & Co. AG (importer, manufacturer), Textilagenturen, 5430 Wettingen. WTD 11/18/65.

### 233 Women's, misses', juniors' outerwear

**FRANCE**—Ready-to-wear cotton garments for girls and teen-agers. Ets. Doucet-Dodet & Fils (manufacturer, exporter, dealer), 18 Rue Gambetta, Macon (Saone et Loire). WTD 10/23/64.

**SWEDEN**—Leisure clothing for women; direct purchase and agency. AB Leif Lindfors, (importer, exporter, wholesaler, sales agent), Hovslagargatan 5 B, Stockholm C. WTD 2/18/65.

### 238 Apparel, accessories

**SWEDEN**—Rainwear for men and women; direct purchase and agency. AB Leif Lindfors, (importer, exporter, wholesaler, sales agent), Hovslagargatan 5 B, Stockholm C. WTD 2/18/65.

### 243 Millwork, veneer, plywood, prefabricated structural wood products

**ENGLAND**—Plywood, wallboards, blockboards, acoustic tiles, hardboard, insulation boards, or any sheet wood materials used in the building industry; direct purchase and agency. W. F. Schlesinger & Co. Ltd. (brokers), Capel House, 62 New Broad St., London, E.C.2. WTD 11/5/65.

### 251 Household furniture

**FRANCE**—Small ornamental furniture for home decoration, to be sold as gift articles; direct purchase and agency, requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris, 10. WTD 10/23/64.

### 264 Converted paper, paperboard products

**PAKISTAN**—Cellophane paper, size 20" x 30", 5 tons, Punjab Drug House (manufacturer), 42 Nicholson Rd., Lahore. WTD 10/6/65.

### 273 Books

**PAKISTAN**—Medical text and reference books. Caravan Book House, Kutchery Rd., Lahore, West. WTD in preparation.

### 279 Service industries for printing trade

**FINLAND**—Raw materials, supplies, related products for printing and paper converting industry use. Requests full details, prices, terms. Direct purchase or agency. Arila Oy (importer, agent, distributor), Fredrikinkatu 48, Helsinki 10. WTD 11/19/65.

### 281 Industrial chemicals

● **CEYLON**—Sulfur, in roll form, 99.9% pure, free of arsenic, 150 l.t., packed in 2 cwt. second-hand double jute bags, quotations cif Colombo, for the Gal Oya Sugar Industries. Bid deadline Dec. 21. Tenders in duplicate should be sent to The Chairman, Tender Board, River Valleys, Development Board, Amparai.★ (Telephone: 202-WO 7-3468).

● **EAST PAKISTAN**—Sulfuric acid, concentrated (minimum 90% $H_2SO_4$ and maximum 0.03% Fe and 0.05% ignition residue), 3,820 m.t., packed in 300 kg. steel drums; hydrochloric acid (minimum 35% HCl and maximum 0.002% Fe and 0.01% ignition residue), 322 m.t., packed in 27 kg. bottles; ammonium chloride (minimum 98.9% $NH_4Cl$ and maximum 0.7% moisture, 0.02% Fe and 0.4% ignition residue), packed in 30 kg. paper bags; chromic acid, anhydride, powder (minimum 99.5% $CrO_3$ and maximum 0.1% $SO_4$), 3.6 m.t., packed in one liter vials. Tender No. IS-61(3)/65, bid deadline Jan. 10, 1966. Tenders should be sent to the Senior Executive (I&S), East Pakistan Industrial Corp., EPIDC House, Motijheel, Dacca. Interested firms may obtain tender papers with full particulars and specifications for Rs. 10/or its equivalent (nonrefundable) from: Consul General, Pakistan House, 12 East 65th St., New York 21, N.Y.★ (Telephone: 202-WO 7-3468).

**FINLAND**—Printing industry chemicals and related raw materials. Requests full details, prices, terms. Kirjatarvike Oy (importer, distributor), Salomonkatu 17 A, Helsinki 10. WTD 11/22/65.

Chemicals, supplies, related products for paper processing or paper printing industry use. Requests full details, prices, terms. Direct purchase or agency. Arila Oy (importer, agent, distributor), Fredrikinkatu 48, Helsinki 10. WTD 11/19/65.

**PAKISTAN**—Caustic soda; acetic acid; aromatic chemicals. Irfan Corp. Ltd. (importing distributor), Chartered Bank Chambers, Lyallpur, West. WTD 11/17/65.

### 283 Drugs

**FINLAND**—Pharmaceuticals, medical products, vitamins and related products. Interested in handling full line of trade-marked products made by large manufacturer. Requests full details, price lists, terms. Direct purchase or agency. Bang & Co. O.Y. (importer, agent), Kaivokatu 12 A, Helsinki 10. WTD 5/6/65.

### 285 Paints, varnishes, lacquers, enamels

**SPAIN**—Paints and enamels in general. Direct purchase and exclusive agency; requests replies in Spanish or French. Jose Beroy Carrillo (manufacturer, wholesaler, retailer), Roger de Flor, 230-232, Barcelona 13. WTD 11/17/65.

### 287 Agricultural chemicals

● **CEYLON**—Herbicide, substituted ureaform and Atrazine®, 16,000 lb.; 2, 3, 6-trichlorobenzoic acid, 2,000 lb.; trichloroacetic acid, sodium salt, 2,000 lb.; MCPB herbicide, 2,000 lb.; parathion formulations of 5% dust and 25% W.P., 1,000 lb.; malathion formulations of 5% dust and 25% W.P., 1,000 lb. Bid deadline Dec. 31. The Chairman, Tender Board, River Valleys Development Board, Amparai, Ceylon.★ (Telephone: 202-WO 7-3910).

**EL SALVADOR**—Insecticides: parathion, ethyl and methyl types; DDTOX. Alfredo

Christiani & Cia., 17 Avenida Norte 313, San Salvador. WTD 8/4/65.

### 289 Chemical products

**CEYLON**—Crude sulfur. C. E. Peries & Co. (importer), 20 Alvis Place, Colombo 3. WTD 11/17/65.

**FINLAND**—Printing inks, chemicals and related products for printing industry use. Requests full details, prices, terms. Kirjatarvike Oy (importer, distributor), Salomonkatu 17 A, Helsinki 10. WTD 11/22/65.

**HONDURAS**—Phenol resin and formaldehyde glues or their equivalents, for use in manufacture of exterior plywood. Productos Forestales, S.A. de C.V. (manufacturer), Osmond L. Maduro, President, Aptdo. Postal 213, Tegucigalpa. WTD 11/26/65.

### 306 Fabricated rubber products

**FRANCE**—Rubber toys; importing wholesaler seeks direct purchase and agency for France; requests replies in French. Cadolor 1, Rue du General Mangin, 88 Vittel. WTD 11/19/65.

**GERMANY**—Shock and vibration absorption mountings. Exclusive representation on the basis of direct purchase or agency. Ad. Voigt & Co. (exporter, manufacturer, wholesaler), 126 Am Wall, 28 Bremen, (Attn: Mr. Warner). WTD 12/10/63.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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### 307 Plastic products

**FINLAND**—Automatic garden watering systems. Requests full details, prices, terms. Direct purchase or agency. Kylles Oy (importer, distributor, agent), Toolonkatu 26 A, Helsinki 10. WTD 11/24/65.

**FRANCE**—Plastic tableware and kitchenware of modern design, good quality, to be sold as gift articles; direct purchase and agency, requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris 10. WTD 10/23/64.

### 311 Leather tanning, finishing

**FRANCE**—Leather for manufacturing handbags, portfolios, etc. Direct purchase and agency. Anc. Ets. Alexandre (importer, dealer), 10 Rue du Chateau d'Eau, Paris 10. WTD 7/29/64.

**HONG KONG**—Chrome cowhide leather waste, minimum size 1.75 sq. ft., 1.3 to 1.5 mm. thick. Industrial Engineers, Ltd. (importer, manufacturer, retailer, exporter), 636 Alexandra House, Hong Kong.

### 317 Handbags, personal leather goods

**FRANCE**—Jewelry cases, fancy patterns, to be sold as gift articles; direct purchase and agency; requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris, 10. WTD 10/23/64.

### 322 Glass, glassware

**FRANCE**—Ornamental glass tableware to be sold as gift articles; direct purchase and agency; requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris, 10. WTD 10/23/64.

Ornamental glassware for house decoration and gifts; importing wholesaler seeks direct purchase and agency for France; requests replies in French. Cadolor, 1 Rue du General Mangin, 88 Vittel. WTD 11/19/65.

### 325 Structural clay products

**VIET-NAM**—480 mortars and 48 pestles used in manufacture of toothpaste. Mortar: diameter 26 cm; height 36 cm with cover and 2 handles; white enamel. Pestle: sizes 22 cm x 22 cm; length 20 cm; round handle; white enamel. Enamel should be fire proof up to 350° C. Requests price and ample information; requests replies in French. Ets. Kol (importer, manufacturer, wholesaler), 51-A—53-A Hong Bang, Cholon. WTD 9/15/64.

### 326 Pottery

**FRANCE**—Decorative tableware, fancy items; direct purchase and agency. Jacques Frank (importer, dealer), 372 Rue Saint-Honore, Paris 1. WTD 10/28/64.

Household tableware, china or earthenware, decorated or plain, to be sold as gift articles; direct purchase and agency; requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris, 10. WTD 10/23/64.

Decorative potteryware for use in households and gifts; importing wholesaler seeks direct purchase and agency for France; requests replies in French. Cadolor, 1 Rue du General Mangin, 88 Vittel. WTD 11/19/65.

**SOUTH AFRICA**—Pyrometer tubes, direct purchase and agency. Micro-Therm (Pty) Ltd. (manufacturer, importer, wholesaler), P.O. Box 263, Fordsburg, Transvaal. WTD 11/2/65.

### 329 Abrasive, asbestos, nonmetallic mineral products

**JAPAN**—Polishing wheels for finishing inside of metal sinks and inside of 4" chrome reflectors which are hemispherical and require a mirror finish. Sinks are stainless steel and/or aluminum. Request catalogues with prices. Izumi Kogyo K.K. (manufacturer), 722 Miyahigashi, Tokinoshinden, Shinkawa-cho, Nishi Kasugai-gun, Aichi Prefecture. WTD 11/2/65.

### 331 Steel mill products

● **INDIA**—5,227 m.t. steel sheets, various sizes. Tender S-62, bid deadline Dec. 24. Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Road, New Delhi. Tender documents available for $2.10 (nonrefundable) from India Supply Mission (reference D/ENQ/1927), 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Copy of documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C. 20230.

● **KENYA**—Pressed steel sleepers, 8,800; steel clipbolts and nuts ¾ x 1⅞", 35,200; ¾ x 2¼", 35,200. Tender Circular No. 33, bid deadline Dec. 26. The Overseas Purchasing Division, East African Railways & Harbours Overseas Agents, 4, Millbank, London, S.W.1.★ (Telephone: 202-WO 7-2363).

**PAKISTAN**—Pig iron, foundry type, 500 tons. New Star Foundry (manufacturers), Outside Sarai Sultan, Lahore, West. WTD 11/24/65.

● **PAKISTAN-EAST**—76,000 tons (estimated annual requirement) iron and steel scrap for use at the Iron & Steel Works, Chittagong. Tender No. IS-61(7)/65, bid deadline Jan. 10, 1966. Tender papers giving full particulars and specifications available from Consul General, Pakistan House, 12 East 65th St., New York 21, N.Y., upon payment of Rs. 100 (approximately $21), non-refundable).

● 74,000 tons (estimated annual requirement) pig iron for use at the Iron & Steel Works, Chittagong. Tender No. IS-61(8)/65, bid deadline Jan. 10, 1966. Tender papers giving full particulars and specifications available from the Consul General, Pakistan House, 12 East 65th St., New York 21, N.Y., upon payment of Rs. 100 (approximately $21), non-refundable.

### 333 Primary smelting, refining of nonferrous metals

● **SUDAN**—20 metric tons block tin, refined, 99.9% purity. Contract No. 3389, bid deadline 12 noon Dec. 20. Prices to be quoted per m.t. on both fob and cif Port Sudan bases; tenders should be valid for one month from the closing date. Tenders must be accompanied by not less than 2% deposit in sealed and stamped envelopes by tenderer's own stamp impressed on the Red Wax marked "Tender for the supply of 20 metric tons block tin." Sudan Railways, Office of Controller of Stores, Atbara.

### 335 Rolling, drawing, extruding of nonferrous metals

**FRANCE**—Electrical cables; requests replies in French. Etablissements Eribe (manufacturer, dealer), Appareillage Electrique, Mouxy, pres d'Aix-les-Bains (Savoie). WTD in preparation.

● **IRAQ**—3 tons of zinc calots (rondals). Tender No. Prod/5/1965, bid deadline Dec. 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2298).

● **PAKISTAN**—5,100 tons of zinc bar, 25 mm sq. x 1,000 mm length, Zn min. 99.9%; 510 tons of lead ingot about 5 kg each, Pb min. 99.97%; 5 tons tin ingot about 3 kg each, Sn min. 99.90%; 42 tons copper plate about 8 kg each (approximately 200 mm in width and 350 mm in length) Cu min. 99.96%; 30.5 tons regenerative aluminum lump (Al-90), 15 tons regenerative aluminum grain (Al-grain, min. 90), 60 tons regenerative aluminum sheet (Al-sheet, min. 90), and 0.3 tons aluminum wire (Al-wire, 97 min.). Tender No. IS-61(6)/65, bid deadline 9:30 a.m. Jan. 10, 1966. The Senior Executive (I&S), East Pakistan Industrial Development Corp., EPIDC House, Motijheel. Tender papers giving full particulars and specifications may be obtained for Rs. 50 or its equivalent (nonrefundable) for each set from: Consul General, Pakistan House, 12 E. 65th St., New York, N.Y. 10021.

Copper pipe, various sizes and lengths. New Star Foundry (manufacturers), Outside Sarai Sultan, Lahore, West. WTD 11/24/65.

### 342 Cutlery, hand tools, general hardware

**FRANCE**—Hand tools, new types; direct purchase and agency. S. & V. Steinberg, (importer, agent), 58 Bld. Cotte, Enghien-les-Bains (S. & O.). WTD. 5/30/64.

**SPAIN**—High speed steel hacksaw blades, 12" size for hand use; 14, 18 and 24" sizes for machine use. Besga Astoreca, S.R.C. (importer, wholesaler, retailer), Maria Diaz de Haro 3, Bilbao. WTD 11/22/65.

## 343 Heating apparatus, plumbing fixtures

**FINLAND**—Oil burner parts and accessories; filters, oil quantity meters, oil ignition electrodes, transformers, motors, pumps. Requests full details, prices, terms. Direct purchase or agency. T:mi AG-ME F:ma (importers, commission agents), Suurkaski 8, Helsinki 66. WTD 11/16/65.

**FRANCE**—Gas and oil burners, portable; modern electric heaters for domestic and commercial uses. Agency and direct purchase. Requests replies in French. Etablissements Groussard, Causse (dealers), 5 Rue de la Pomme, 31-Toulouse, Haute-Garonne. WTD 11/22/65.

## 344 Fabricated structural metal products

**HONDURAS**—One wood-fired boiler, 250 hp. size, 200 lb. pressure, complete with fittings, for plywood plant use. Productos Forestales, S. A. de C. V. (manufacturer), Osmond L. Maduro, President, Aptdo. Postal 213, Tegucigalpa. WTD 11/26/65.

● **NEW ZEALAND**—445 galvanized steel transmission line towers; design, manufacture, type test and supply f.o.b., comprising 304 standard suspension towers, 92 heavy suspension towers, 28 angle towers, 21 heavy strain and dead end towers for Benmore-Roxburgh 220 KV line. Contract No. 479, bid deadline 4 p.m. Feb. 15, 1966. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-967-3601).

## 351 Engines, turbines

**BELGIUM**—Secondhand diesel engines for trucks and automobiles. Direct purchase and/or agency for Benelux. Auto Reemploi S.A. (importer, exporter), 360 Chaussee de Bruxelles, Hal. WTD in preparation.

● **EL SALVADOR**—Supply one steam turbine, 33,000 kw and one generator, 33,000 kw, three phase, also condenser, for expansion of steam generating plant at Acajutla. Qualifications should be sent to CEL Edeficio Duenas, San Salvador. Bids will be opened Jan. 11, 1966.

## 352 Farm machinery

**FRANCE**—Garden tractors, all kinds. S. D. G. (importer, wholesaler, manufacturer, agent), 7, rue des Haras, Bures-s/Yvette—91 Essonne. WTD 6/3/64.

**YUGOSLAVIA**—Equipment for working vegetable fields, i.e. seeders, work-all hoes, pulvimulchers, plow packers, sprayers. Economic Chamber of Croatia (government agency), Attn: Mr. Josip Veres, Rooseveltov trg 2, Zagreb.

## 353 Construction, mining, materials handling machinery

● **BURMA**—8 tracklaying tractors, 75-95 hp., equipped with dozer attachments; 60 concrete vibrators, air-cooled petrol engine driven; 11 truck mounted water tankers, 1,000 imp. gal. capacity, diesel engine of at least 100 hp.; 7 tracklaying type tractor shovel-loaders, 3 cu. yd. capacity, diesel powered 4-stroke water-cooled engine, not less than 100 bhp; 105 dump trucks of 5-ton capacity (25 side dumping, 80 rear dumping), 4-cycle water-cooled diesel engine of not less than 100 hp.; 10 heavy duty motor graders, diesel engine of not less than 110 hp., hydraulic controls; 6 motorized scrapers, 8 cu. yd. heaped capacity, diesel engine of not less than 120 hp., hydraulic controls; 6 motorized scrapers, 14 cu. yd. struck capacity, diesel engine of at least 220 hp., hydraulic controls; 12 tracklaying tractors, diesel engine of 120-160 hp., equipped with angledozers; 12 tracklaying tractors, diesel engine of not less than 230 hp., equipped with angledozers. All foregoing require a variety of accessories. Most items require a recommended list of spare parts sufficient for 2 years' maintenance. Tender No. (T) MCY-PWC/ (65-66), bid deadline Dec. 30. Government of the Union of Burma, Peoples' Stores Corp., Machinery, Equipment, Tools & Spares Division, 176 Bo Aung Gyaw St., Rangoon.★ (Telephone: 202-WO 7-5566).

**FINLAND**—Cranes, hoists, related equipment: chains, windlasses, attachments, for lifting and moving purposes; for installation in industrial establishments. Requests price lists, brochures if available. T:mi Alpo Kinnunen (importer, manufacturer, exporter), Metsatie 36, Frisans-Helsinki. WTD 12/22/64.

● **INDIA**—200 'NX' barrel walled/diamond set coring bits with L-hard matrix; 200 'NX' double tube reamer shall balance ring type or pump type with L-hard matrix. Tender No. 962/BPO/PR/D-221/5294/Global, bid deadline Dec. 22. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Dist. Hoshiarpur, Punjab. Documents available free of charge from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. (Ref: D/Enq/1921).

**MOROCCO**—Transportation equipment, underground mine; specialized mining machines; stationary crushing, pulverizing and screening machinery; ore dressing and coal preparation equipment; mining drills; conveyors, mine types; specialized mine hoists; locomotives, underground mine. Subject equipment to be delivered with accessories and repair parts. Quotations Casablanca; direct purchase and agency. ENCOMA (Engineering Corp. Marocaine), 49 Blvd. Mohammed Abdou, Casablanca. WTD 2/17/65.

Power cranes, shovels, draglines, pullshovels, backhoes, logloaders, crawler, walking, pedestal, wagon, truck, carrier, off-shore drill platform mounted, including hydraulic operated, all types of front-end equipment and attachments. Also portable crushers, pulverizers, hammermills, screening, washing plants and repair parts. Also ditching and trenching machinery, equipment, repair parts. Quotations Casablanca; direct purchase and agency. ENCOMA (Engineering Corp. Marocaine), 49 Blvd. Mohammed Abdou, Casablanca. WTD 2/17/65.

**SPAIN**—Rider-type log carriage for sawmills. Asimer, S.A. (importer, dealer), Alameda Urquijo 24, Bilbao. WTD 9/3/64.

**SWEDEN**—Mobile cranes, excavators, also used equipment in good condition. Agency and direct purchase. AB Kranlyft (agent, wholesaler), P.O. Box 2070, V. Frolunda. WTD 11/10/65.

## 354 Metalworking machinery

**FRANCE**—Portable pneumatic tools; flexible shaft machine tools; portable electric machine tools; rotary tooling for portable machine tools. Direct purchase and agency. Requests replies in French. La Francaise Metallurgie (importer, wholesaler), 110 Bld. Richard-Lenoir, Paris XI. WTD 6/25/64.

Hand tools and portable machine tools of a novel character; direct purchase and agency. S. & V. Steinberg (importer, agent), 58 Bld. Cotte, Enghien-les-Bains (S. & O.). WTD. 5/30/64.

**PERU**—Complete drive-in car washing, cleaning systems. Requests brochures, prices, terms, Juan Andrade Fernandez, Av. Orrantia 1465, San Isidro, Lima, WTD in preparation.

**SCOTLAND**—Carbide rotary files (burrs); air-driven portable grinding and polishing tools. R. D. Taylor Ltd. (manufacturer, importer, sales agent). 322 Broomloan Rd., Glasgow, S.W.1. WTD 11/15/65.

## 355 Special industry machinery

**BELGIUM**—Special machinery to produce frames on which paintings are nailed. Direct purchase for Belgium. General Co. (painting reproducer), 23 Rue Van Eyck, Brussels. WTD 6/30/65.

**BRAZIL**—Complete spinning machinery for carded cotton yarns count 8 to 30, capacity 5,000 to 6,000 spindles. Companhia Fabril de Sacaria—COFASA (manufacturer), Caixa Postal 345, Ribeirao Preto, SP. WTD 11/19/65.

Not over 10-year-old used bag and envelope making machines. Produtos Johnsson de Papel S.A. (manufacturer), Rua Luis de Castro 174, Rio de Janeiro ZC-13, Estado da Guanabara. Caixa Postal 245 ZC-00, Rio de Janeiro. WTD 11/26/65.

Packaging machines for food products; direct purchase and agency. Companhia de Papeis F. Johnsson (wholesaler, agent), Rua Moncorvo Filho 48, Rio de Janeiro ZC-14, Estado da Guanabara. Caixa Postal 1837 ZC-00, Rio de Janeiro. WTD 11/26/65.

**CEYLON**—Poultry packing plant machinery: automatic plant for collection of eggs, packing, etc. Colombo Commercial Agencies (importer), 32 Y.M.B.A. Bldg., Main St., Fort, Colombo. WTD 11/17/65.

Machinery for refining sulfur. C. E. Peries & Co. (importer), 20 Alvis Place, Colombo 3. WTD 11/17/65.

**ENGLAND**—Label over-printing and price-marking machinery. Agency and direct purchase with view to manufacturing under license at later date. Speedwork Labels Ltd. (manufacturers, exporters), 18-20 Bowlers Croft, Basildon, Essex. WTD 11/10/65.

Reconditioned knitting machinery, or accessories allied to hosiery industry, for production of outerwear, underwear, hose; direct purchase and agency. Wagstaff & Son Ltd. (importer, exporter), Saxby St., Leicester. (London Office: 79 Davies St., London, W.1). WTD 7/2/64.

**FINLAND**—Machines, equipment, related items for pulp and paper industry use. Requests full details, prices, terms. Direct purchase or agency. Arila Oy (importer, agent, distributor), Fredrikinkatu 48, Helsinki 10. WTD 11/19/65.

Machinery, equipment, related items for printing industry use. Requests full details, prices, terms. Kirjatarvike Oy (importer, distributor), Salomonkatu 17 A, Helsinki 10. WTD 11/22/65.

Paper making machinery, equipment, components, tools, related supplies and products. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

Textile manufacturing machinery, equipment, components, tools, related supplies and products. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

**FRANCE**—Machines for winding wire for electrical purposes. Anc. Ets. Emile Joly (importer), 219 Rue de la Croix-Nivert, Paris 15. WTD 7/30/64.

**PAKISTAN**—Cellulose fibre plant, capacity 10 tons per day from cotton linter. Sh. Fazal Rehman & Sons Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

**SPAIN**—Woodworking machinery designed for manufacture of cylindrical-type toothpicks. Asimer, S.A. (importer, dealer), Alameda Urquijo 24, Bilbao. WTD 9/3/64.

**SWEDEN**—Accessories and attachments for off-set printing industry; direct purchase and agency. Expo Kontorsmaskiner AB (importer, retailer, manufacturer, sales agent), Hallandsgatan 28, Stockholm. WTD 11/15/65.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## 356 General industrial machinery

**BELGIUM**—Flame spraying equipment for metalizing old metal. Direct purchase for Benelux countries. Tubelite (importer, wholesaler), 40 Rue des Commercants, Brussels 1. WTD 7/1/65.

**BRAZIL**—Packaging machinery for general industrial use; direct purchase and agency. Companhia de Papeis F. Johnsson (wholesaler, agent), Rua Moncorvo Filho 48, Rio de Janeiro ZC-14, Estado da Guanabara. Caixa Postal 1837 ZC-00, Rio de Janeiro. WTD 11/26/65.

**FINLAND**—Pumps for commercial and household oil burners. Requests full details, prices, terms. Direct purchase or agency. T:mi AG-ME F:ma (importers, commission agents), Suurkaski 8, Helsinki 66. WTD 11/16/65.

**MOROCCO**—Industrial pumps (including mobile pumping units), compressors, dry vacuum pumps. Quotations Casablanca; direct purchase and agency. ENCOMA (Engineering Corp. Marocaine), 49 Blvd. Mohammed Abdou, Casablanca. WTD 2/17/65.

● **TURKEY**—2 electric motor-driven pumping sets, 80 liters per second capacity, for drinking water supply for the city of Kutahya. Equipment included: connecting piping for the pumps, control panels, air tank, 2 float valves. Bid deadline Jan. 4, 1966. Iller Bankasi Genel Mudurlugu, Ankara. Terms and specifications in English available for $13 from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

## 357 Office, computing, accounting machines

**SWEDEN**—Accessories and equipment for office machines such as typewriters, adding machines, photocopying machines, dictating machines; direct purchase and agency. Expo Kontorsmaskiner AB, (importer, retailer, manufacturer, sales agent), Hallandsgatan 28, Stockholm. WTD 11/15/65.

## 358 Service industry machines

**FINLAND**—Humidifiers, air conditioning units, both for industrial and home use. Must be adaptable to 220 v., 50 cycle, a.c. Requests full details, prices, terms. Direct purchase or agency. Teknocalor Oy (importer, wholesaler, agent), Museokatu 37 A 5, Helsinki 10. WTD 11/17/65.

Humidifiers and greenhouse heating systems. Requests full details, prices, terms. Direct purchase or agency. Kylles Oy (importer, distributor, agent), Toolonkatu 26A, Helsinki 10. WTD 11/24/65.

## 361 Electric transmission, distribution equipment

● **CEYLON**—Supply of 60 miscellaneous transformers ranging from 10 kva, single phase, 50 cycles to 1,000 kva, three phase, 50 cycles. Bid deadline Jan. 11, 1966. Chairman, Tender Board, Ministry of Land, Irrigation & Power, Rm. No. 355, Galle Face Secretariat Bldg., Colombo 1. Tender documents will be available until Jan. 7 from the Electrical Engineer, Contracts & Supplies, McCallum Rd., Colombo upon payment of a deposit of $21 and a nonrefundable tender fee of $1.05. Tender deposit will be refunded in accordance with conditions of tender. Copy of tender notice available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

● **ETHIOPIA**—Supply of 20,000 a.c., single-phase, 2-wire, KWH meters, 220 v., 5/10, and 20 amps; 750 a.c., 3-phase, 4-wire KWH meters, various amps, 220/380 v.; 200 a.c., 3-phase, 3 and 4 wire reactive energy meters, various amps and volts. Tender No. P33-T11, bid deadline Jan. 8, 1966. The Purchasing Officer, Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-2939).

● **GREECE**—Supply of two 20/25 mva, 150/66 kv., 50 cycle power transformers and one rated 10/12.5 mva, 66/15.75 kv. Tender No. DMPM-309, bid deadline now set for Jan. 3, 1966 (INTERNATIONAL COMMERCE, Nov. 29, p. 38). Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

## 362 Electrical industrial apparatus

**MALAYSIA**—Portable arc welder, operating power, single cylinder, two cycle engine with variable speed approximately 1,200 to 7,400 r.p.m., providing for 40 to 170 amperes at 20 to 30 v. a.c. Direct purchase and agency. Malaysia Engineering & General Trading Co. Ltd. (importer, retailer, wholesaler), No. 1 Brewster Rd., Ipoh. WTD 8/13/64.

**SPAIN**—Three-blade-propeller aero-generator, wind driven, with dynamo directly connected to shaft, minimum power 3 kw per hr. Santiago Rios Segui (importer), 4 Hernan Cortes, Valencia-4. WTD 11/18/65.

● **TURKEY**—Supply 3 diesel generator sets, minimum 10 kw, 3 phase, 220/380 v., regulation and switchboard. Tender No. 65-15tk-126, bid deadline Dec. 21. DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-4241).

## 363 Household appliances

**FINLAND**—Electric household appliances and equipment, including washing machines, sewing machines. Must be designed for use on 220 v., 50 cycle, a.c. Requests full details, prices, terms. Direct purchase or agency. Arila Oy (importer, agent, distributor), Fredrikinkatu 48, Helsinki 10. WTD 11/19/65.

**FRANCE**—Household electrical appliances, all types except laundry washing machines and refrigerators, including food mixers, broilers, toasters, coffee makers, percolators, can-openers, dishwashers, kitchen gadgets of new types. Agency and direct purchase. Requests replies in French. Etablissements Groussard Causse (dealer), 5 Rue de la Pomme, 31 Toulouse, Haute-Garonne. WTD 11/22/65.

## 364 Electric lighting, wiring equipment

● **IRAN**—Supply of 100-250 watt or 400 watt mercury vapor street lighting luminaires with plastic covers. Tender No. 44/1174, bid deadline Feb. 9, 1966. Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-4241).

● **SUDAN**—Supply of 300 tilley suspension lamps. Tender No. 3394, bid deadline Dec. 30. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London S.W.1.★ (Telephone: 202-WO 7-5345).

## 365 Radio, television receiving sets

**FINLAND**—Television sets, radios, related household entertainment appliances. Must be designed for 220 v., 50 cycle, a.c. or battery operated. Requests full details, prices, terms. Direct purchase or agency. Arila Oy (importer, agent, distributor), Fredrikinkatu 48, Helsinki 10. WTD 11/19/65.

**FRANCE**—Hi-fi tuners, amplifiers, tape recorders, record players, loud speakers. Serper Electronic (importer, manufacturer, wholesaler, agent), 102 Rue La Boetie, Paris 8. WTD 6/25/64.

**KUWAIT**—Language laboratory equipment. Safwan Trading & Contracting Enterprises (importer), P.O. Box 1521, Kuwait. WTD 11/18/65.

Language laboratory equipment. Abdulla Ali Reza (importer, retailer, wholesaler), P.O. Box 106, Kuwait. WTD 11/9/65.

## 366 Communication equipment

**AUSTRALIA**—A.M. two-way radio equipment, 70 m.c.—174 m.c.; aircraft two-way radio equipment. Mitchard Radio Co. (electronic and radio sales and repair), Attn: Mr. Mitchell, 59 Albion Rd., Albion, Brisbane, Queensland. WTD 6/12/63.

● **BURMA**—Supply of telephone and telegraph carrier equipment, high and low pass filters, and spare parts. Tender No. 70(T)EL/DGPT/1965-66, bid deadline Jan. 5, 1966. People's Stores Corp., Electrical Division, St. John Rd., Rangoon.★ (Telephone: 202-WO 7-4823).

**FINLAND**—"Walkie-talkies" and related communication equipment. Requests full details, prices, terms; direct purchase and agency. Oy Trade-Link Ltd. (importer, agent), P. Esplanaadikatu 33 A, Helsinki. WTD 11/15/65.

**ITALY**—Automobile radio antennas. Direct purchase and agency. Teko di Montanari Eugenio (manufacturer), 284 Via Emilia Levante, S. Lazzaro di Savena, Bologna. WTD 11/17/65.

● **TURKEY**—Supply of 19 warning sirens and control equipment for 2 central stations. Equipment must be fire and explosion proof. Bid deadline Jan. 19, 1966. Copy of terms and specifications may be obtained for $9 from Modern Tercume Burosie, Menekse Sokak 20/7, Ankara.

### 367 Electronic components, accessories

**GERMANY**—Resistors, condensors, antennas, amplifiers, loud-speakers, semi-conductors for radio and television service shops; direct purchase and agency. Hansgeorg Schukat, Import und Vertrieb elektronischer Bauteile und Messgeraete, 27 Krischer Strasse, 4019 Monheim/Rhld. WTD 11/19/65.

### 369 Electrical machinery, equipment, supplies

**CEYLON**—Flashlight batteries, standard sizes. Rathy Watch Works & Stores (importer), 44, 46 Kasthuriar Rd., Jaffna. WTD 11/19/65.

**FINLAND**—Transformers and motors for commercial and household oil burners. Requests full details, prices, terms. Direct purchase or agency. T:mi AG-ME F:ma (importer, commission agent), Suurkaski 8, Helsinki 66. WTD 11/16/65.

Electrical equipment, tools, supplies, related items for use in manufacturing or servicing electrical machinery. Requests full details, prices, terms. T:mi Alpo Kinnunen (importer, manufacturer), Metsatie 36, Frisans-Helsinki. WTD 12/22/64.

**FRANCE**—X-ray apparatus and tubes, for medical, research and control applications; electro-therapeutic apparatus and electro medical treatment apparatus (electrocardiograph, electrodiathermic apparatus, encephalograph); monitoring instruments for pre and post surgical operation; direct purchase and agency. Requests replies in French. Le Materiel Radiologique (importer, dealer), 137 Rue de Vaugirard, Paris 15. WTD 10/28/64.

### 371 Motor vehicles, motor vehicle equipment

**BELGIUM**—Secondhand trucks, repair and replacement parts; 6 x 4 and 4 x 2. Direct purchase and/or agency for Benelux. Auto Reemploi S.A. (importer, exporter), 360 Chaussee de Bruxelles, Hal. WTD in preparation.

**FINLAND**—Automotive spare parts; interested in all kinds of products, particularly those utilized in several makes of automobiles. Requests descriptive literature, price lists. Direct purchase or agency. Akmo Oy (importer, commission agent), Bulevardi 28, Helsinki 12. WTD 5/6/65.

**FRANCE**—Automobile accessories for cars to be driven by invalids; requests replies in French. Saint-Cloud Automobiles (manufacturer, repairer), 147 Avenue du Marechal-Foch, Saint-Cloud (S. & O.). WTD 8/12/64.

**PAKISTAN**—Fuel injectors for diesel oil engines of 10 to 50 hp. New Star Foundry (manufacturer), Outside Sarai Sultan, Lahore, West. WTD 11/24/65.

### 381 Engineering, laboratory, scientific, research instruments

● **PAKISTAN**—Supply of laboratory instruments including but not limited to the following items: drying ovens, electric vibrators, moisture determining apparatus, sand strength machines, permeameters, balances, calorimeters, vacuum gauges, thermometers, tachometers. Tender No. S-9/71/77/SCI/65-66, bid deadline Jan. 17, 1966. The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO 7-2939).

### 384 Surgical, medical, dental instruments

**FRANCE**—Surgical and medical instruments and equipment, new types. Direct purchase and agency. Societe d'Appareils Scientifiques et Industriels (manufacturer, importer, dealer), 34 Rue de Charenton, Paris 12. WTD 8/10/64.

Surgical and medical instruments, such as adenotomes, anoscopes, operating knife blade handles, operating knife blades, bronchoscopes, surgical chisels, curettes, cystoscopes, surgical dilators, surgical elevators, forceps, esophagoscopes, surgical hammers, needles, hooks, mallets, probes, speculums, stethoscopes, surgical observation telescopes, anesthesia apparatus, blood pressure apparatus, operating tables, instrument trays. Direct purchase and agency. Drapier S.A. (manufacturer, importer, dealer, agent), 41/43 Rue de Rivoli, Paris 1. WTD under preparation.

### 391 Jewelry, silverware, plated ware

**FRANCE**—Stainless steel, silver plated flatware, to be sold as gift articles; direct purchase and agency; requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris, 10. WTD 10/23/64.

### 394 Toys, amusement, sporting goods

**FRANCE**—Mechanical, structural, paper, plastic and stuffed animal toys. Importing wholesaler seeks direct purchase and agency for France; requests replies in French. Cadolor, 1 Rue du General Mangin, 88 Vittel. WTD 11/19/65.

**PERU**—Unassembled toy airplanes, cars, revolvers, with assembling instructions in Spanish. Jefe de Relaciones Publicas (government entity), Direccion de Tutela, Ministerio de Justicia y Culto, Lima.

### 399 Manufacturing industries

**AUSTRALIA**—Novelties, curios and similar small items suitable for gifts, including cigarette and jewelry boxes; costume jewelry; paper type gifts; cocktail shakers; bar sets and accessories, smokers accessories, silent butlers; brush sets; individually packed gift sets of glass and ceramic; requests items of wood, clay, glass, metal, plastic and semi-precious metal; direct purchase and agency. S. Simmons & Co. Pty. Ltd. (importer for gift and department stores), 104 Bathurst St., Sydney, N.S.W. WTD 11/4/65.

**FRANCE**—Wooden ashtrays, for desk or home decoration, to be sold as gift articles; direct purchase and agency; requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris 10. WTD 10/23/64.

Perfume atomizers; direct purchase and agency, requests replies in French. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris 10. WTD 10/23/64.

Perfume mechanical pump dispensers; requests replies in French. Etablissements Erelbe, S.A. (manufacturer, dealer), 19 Rue Richer, Paris 9. WTD 7/30/65.

## International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 207 Confectionery

**TANZANIA**—Confectionery, candies, sweets, chewing gums. Requests full details, prices, terms. M. S. E. Jessa (manufacturers' commission representative), P.O. Box 20057, Dar es Salaam. WTD 11/22/65.

### 220 Textile mill products

**NIGERIA**—All kinds of textiles, including narrow fabrics and other smallwares. Exclusive agency. Citexco Agencies (importer, wholesaler, manufacturers' representative), 14-16 Abibu-Oki Street, P.O. Box 3490, Lagos. WTD 11/23/65.

**SOUTH AFRICA**—Quilted nylon, plain and printed, with various types of stitching, Dacron and acetate filling, various weights, for use in manufacturing women's robes; cotton fabrics and blended Dacron/nylon/cotton fabrics, plain and printed, for use in manufacturing women's lingerie and sleepwear; foambacked materials, plain and fancy design, suitable for manufacturing women's and men's wear. Peters Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 4646, Cape Town. WTD 7/14/65.

### 222 Broad woven fabric, manmade fiber, silk

**SWEDEN**—Cotton piece goods material for men such as shirting materials, also acrylon fibres, corduroy. J. E. Baeckstrom Import AB (importer, wholesaler, sales agent), Aprikosgatan 44, Vallingby. WTD 11/15/65.

### 228 Yarn, thread mills

**INDIA**—Cotton, silk and manmade fiber yarns. United Cotton Waste Co. (exporter), 7-9-11 Kumbharwada Cross Lane, Vadgadi, Bombay 3. WTD 11/2/65.

### 230 Apparel

**NIGERIA**—Women's, misses', juniors' outerwear: blouses, dresses, skirts; lingerie. Exclusive agency. Citexco Agencies (importer, wholesaler, manufacturers' representative), 14-16 Abibu-Oki Street, P.O. Box 3490, Lagos. WTD 11/23/65.

**TANZANIA**—Readymade garments for women, children, infants, all types, including outer and under garments, suitable for tropical climate. Requests full details, prices, terms. M. S. E. Jessa (manufacturers' commission representative), P.O. Box 20057, Dar es Salaam. WTD 11/22/65.

### 232 Men's, youths', boys' furnishings

**NIGERIA**—Men's wear, all kinds; exclusive agency. Citexco Agencies (importer, wholesaler, manufacturers' representative), 14-16 Abibu-Oki Street, P.O. Box 3490, Lagos. WTD 11/23/65.

**TANZANIA**—Neckties (not cords); handker-

chiefs. Requests full details, prices, terms, samples if possible. M. S. E. Jessa (manufacturers' commission representative), P.O. Box 20057, Dar es Salaam. WTD 11/22/65.

### 273 Books

**PAKISTAN**—Books, educational, technical and scientific. Importer and manufacturers' agent requests quotations c&f Karachi. Allies Book Corp., 3-4 Avan Lodge, Bunder Rd., Karachi. WTD 11/12/65.

### 281 Industrial chemicals

**INDIA**—Textile chemicals, dyes, dye intermediates. United Cotton Waste Co. (exporter), 7-9-11 Kumbharwada Cross Lane, Vadgadi, Bombay 3. WTD 11/2/65.

### 280 Chemicals

**PAKISTAN**—Chemicals for dyeing and tanning industries. Chemicals, reagent, organic. Importer and manufacturers' agent requests quotations c&f Karachi. Rahman & Matin Ltd., Merewether Tower, Bunder Rd., Karachi. WTD 11/15/65.

### 314 Footwear

**TANZANIA**—Leather footwear for men, women, children. Requests detailed quotations, brochures. M. S. E. Jessa (manufacturers' commission representative), P.O. Box 20057, Dar es Salaam. WTD 11/22/65.

### 322 Glass, glassware

**TANZANIA**—Domestic and hotel glassware, particularly heat-resisting and unbreakable types. Medium to inexpensive quality. Requests full details, prices, terms, illustrative brochures. M. S. E. Jessa (manufacturers' commission representatives), P.O. Box 20057, Dar es Salaam. WTD 11/22/65.

### 331 Steel mill products

**PAKISTAN**—Railway track materials such as rails, fishplates, steel sleepers. Importer and manufacturers' agent requests quotations c & f, Karachi. Heatly & Gresham Ltd., 4 West Wharf Rd., Karachi. WTD in preparation.

Steel rails, fishplates, steel sleepers. Importer and manufacturers' agent requests quotations c & f, Karachi. Intrafin (Pakistan) 1963 Ltd., 2nd Floor, Tavern, Hotel Metropole, P.O. Box 3960, Karachi. WTD 2/9/65.

Steel rails, fishplates, steel sleepers. Importer and manufacturers' agent requests quotations c & f, Karachi. Willcox & Islam Ltd., Spencers Bldg., McLeod Rd., Karachi. WTD 11/2/65.

**SPAIN**—Iron and steel products including pig iron, steel ingots, blooms, slabs, billets, sheets, strips, wire, tubes and piping. Jare (importer, commission merchant), Arenal 3—segundo, Bilbao. WTD 11/23/65.

### 335 Rolling, drawing, extruding of nonferrous metals

**SPAIN**—Nonferrous metal products including sheets, strip, wire and wire products, tubes and piping. Jare (importer, commission merchant), Arenal 3—segundo, Bilbao. WTD 11/23/65.

### 349 Fabricated metal products

**PAKISTAN**—Points and crossings for 75, 90, and 100 lb. rails; switches for points and crossings; fishplates; anchor plates; fish bolts. Requests quotations fas, New York and c&f, Karachi. Guest, Keen & Nettlefolds in Pakistan Ltd. (importer, manufacturers' agent), P.O. Box 228, Bank of India Bldg., Bunder Rd., Karachi. WTD in preparation.

### 352 Farm machinery

**PAKISTAN**—Power sprayers, for liquids. Importer and indent agent requests catalogs, quotations c & f, Karachi. Seedson, Jehangir Mansion, near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

### 353 Construction, mining, materials handling machinery

**PAKISTAN**—Concrete vibrators. Importers request catalogs and quotations, c & f, Karachi. Seedson, Jehangir Mansion, near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

**PERU**—Machinery and heavy equipment for use in highway construction, irrigation projects, electrical works. Velso Comercial Importadora S.A. (importer, retailer, wholesaler, representative), Casilla 476, Arequipa. WTD 7/14/65.

### 354 Metalworking machinery

**ITALY**—High precision tools for mechanical industry: drills, screw taps, reamers, cutters, saws, hacksaws. SeF Meccanotecnica (importer, wholesaler, manufacturers' agent), 8 Via Giorgio Ercolani, Bologna (also: P.O. Box 746, Bologna.) WTD 11/19/65.

**PAKISTAN**—Workshop machinery for railroad equipment repair service. Importer and manufacturers' agent requests catalogs, quotations c&f Karachi. Willcox & Islam Ltd., Spencers Bldg., McLeod Rd., Karachi. WTD 11/2/65.

### 355 Special industry machinery

**FINLAND**—Tufted carpet manufacturing machines. Requests full details, prices, terms. Suomen Koneliike Oy (importer, agent, wholesaler), Vattuniemenkatu 27, Lauttasaari, Helsinki 20. WTD 9/30/65.

**INDIA**—Machinery attachments, accessories for textile industries. United Cotton Waste Co. (exporter), 7-9-11 Kumbharwada Cross Lane, Vadgadi, Bombay 3. WTD 11/2/65.

### 358 Service industry machines

**PAKISTAN**—Air conditioners, packaged room; air conditioners, central station, self-contained; requests quotations c&f Karachi. International Tansa Corp. (manufacturers' agent); 7-B New Queens Rd., Karachi. WTD in preparation.

Air conditioners, packaged, room; air conditioners, packaged, non-room, self-contained. Importer and manufacturers' agent requests quotations c&f Karachi. Dastgir Gharib Nawaz & Co., 181 Corner Chambers, McLeod Rd., Karachi. WTD 9/30/65.

### 363 Household appliances

**PAKISTAN**—Vacuum cleaners for household use. Importer requests quotations c&f Karachi. Rahman and Matin Ltd., Merewether Tower, Bunder Rd., Karachi. WTD 11/15/65.

Refrigerators, mechanical household, 6 cu. ft. and over. Vacuum cleaners, household. Requests literature, quotations c&f Karachi. Rahman & Matin Ltd. (importer, manufacturers' agent), Merewether Tower, Bunder Rd., Karachi 2. WTD 11/15/65.

### 364 Electric lighting, wiring equipment

**DENMARK**—Stage lighting equipment such as spotlights and lighting controls. Castenschiold & Gronvold A/S (agent), 17 Islands Brygge, Copenhagen S. WTD 11/23/65.

**FRANCE**—Luminous push button switches. Etablissements Dyna (manufacturer, dealer, agent), 36, Avenue Gambetta, Paris, 20e. WTD in preparation.

**PAKISTAN**—Fluorescent lamps, tubes, starters, fittings. Importer and manufacturers' agent requests quotations c&f Karachi. Rahman & Matin Ltd., Merewether Tower, Bunder Rd., Karachi. WTD 11/15/65.

### 365 Radio, television receiving sets

**FRANCE**—Records; childrens' books with inserted record in French. Editions Disques Lucien Ades (manufacturer, exporter, importer, dealer), 141, Rue Lafayette, Paris, X. WTD 6/8/64.

**SOUTH AFRICA**—Television receiving sets. Meteor Records (Pty) Ltd. (manufacturer, importer, wholesaler), P.O. Box 6640, Johannesburg. WTD 10/25/65.

### 366 Communication equipment

**FRANCE**—Miniature relays; contactors (Bi and Tripolaire) light strength (1 to 10A); signaling sets; regulating assembly; automatic telephone answering and recording devices; push-button telephone apparatus; circuit breakers; requests replies in French. Societe Plazolles (manufacturer, wholesaler, retailer), 8 & 10 Rue Diderot, Bagnolet, Seine. WTD 10/27/65.

**PAKISTAN**—Railroad signal systems. Importer and manufacturers' agent requests catalogs and quotations c&f Karachi. Willcox & Islam Ltd., Spencers Bldg., McLeod Rd., Karachi. WTD 11/2/65.

### 371 Motor vehicles, motor vehicle equipment

**MEXICO**—Air controls, truck equipment, blowers, engine controls, automatic radiators, motor car equipment, air brake parts, other kinds of automotive parts. Sarmiento Hermanos, S.A. (manufacturer, importer, wholesaler, retailer), Calzada Vallejo No. 99, Fraccionamiento Prado Vallejo, Mexico 14, D. F. WTD 10/27/65.

### 373 Ship building, repairing

**FRANCE**—Yachts and cabin cruisers, 31, 36, 38 ft. and over (diesel only); requests replies in French. Societe d'Expansion Commerciale & Industrielle "S.O.D.E.I.X." (consulting engineers), 25 Bld. Malesherbes, Paris 8. WTD under preparation.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**FRANCE**—Testing equipment: ultrasonic and magnetoscopic for locating cracks in pipes. Etablissements R. Bernas (importer, wholesaler, agent), 52 Rue de Dunkerque, Paris 9. WTD 7/15/64.

### 394 Toys, amusement, sporting goods

**GERMANY**—Equipment for outdoor games

and outdoor sporting equipment; swimming pools and accessories; surf boards; motor boats; novelties in toys. Dr. Georg H. Braeunig, Agenturen (importer, wholesaler, sales agent), 13 Nordstrasse, 65 Mainz, West. WTD 12/2/64.

## Bids on coal gas plant requested by Turkey

The General Directorate of Power, Gas & Buses (Iett Isletmeleri Genel Mudurlugu), City of Istanbul, Istanbul, has issued a tender for the supply and installation of a 50,000 cubic meter per day capacity coal gas plant, complete with coking equipment, central gas generators to feed 150,000 cubic meters per day capacity furnaces, gas scrubbers and other associated equipment .

Bid deadline is Feb. 10, 1966.

English translations of the terms and specifications are available for $23.50 from Modern Tercume Burosu, 22/7 Menekse, Kizilay, Ankara.

## Iraq extends bid deadlines for canal system, station

Iraq's Directorate General of Irrigation has announced that the closing date for receipt of bids for the construction of Khalis Canal System (No. 10 D) has been extended from Nov. 15 to Jan. 15, 1966. (INTERNATIONAL COMMERCE, Sept. 20, p. 31).

The Directorate General of the Sewerage Board has extended the bid deadline for the trunk sewer and lift pumping station (Contract 8-A) from Nov. 27 to Dec. 27. (INTERNATIONAL COMMERCE, Sept. 27, p. 45).

# Leads for Importers

*Commodities are offered direct unless specified.*

### 203 Canning, preserving foods

**SPAIN**—Canned sea foods, vegetables, fruits. Elaborados Alimenticios Espanoles, S.L. (manufacturer, importer, wholesaler), Arganzuela 31, Madrid (5). WTD 11/19/65.

### 209 Food preparations

**NIGERIA**—Ginger; coffee available in commercial quantities. The Conditioned Air Corp. (Nigeria) Ltd. (importer, wholesaler, retailer), 13 Broad St., P.O. Box 3190, Lagos. WTD 11/18/65.

### 232 Men's, youths', boys' furnishings

**FINLAND**—Ski trousers, stretch or other types, of woolen or artificial fiber or combinations of both. Full details, prices, terms available upon request. Turo Oy (manufacturer, exporter), Niiralankatu 15, Kuopio. WTD 4/6/65.

### 233 Women's, misses', juniors' outerwear

**FINLAND**—Ski trousers, stretch or other types, of woolen or artificial fiber or combinations of both. Full details, prices, terms available upon request. Turo Oy (manufacturer, exporter), Niiralankatu 15, Kuopio. WTD 4/6/65.

### 238 Apparel, accessories

**URUGUAY**—Belts, men's and boys', leather, delivery capacity 500 daily. Brazilia S.A. (importer, exporter), Calle Sierra 2078, Montevideo. WTD 11/4/65.

### 264 Converted paper, paperboard products

**FINLAND**—Interior decoration materials; insulation board of ready finished paper or textile covered. Full details available upon request. Offered for agency consideration or direct purchase. Sammon Rulla Oy (manufacturer), Kuopio. WTD 11/24/65.

### 306 Fabricated rubber products

**NIGERIA**—Rubber available in commercial quantities. The Conditioned Air Corp. (Nigeria) Ltd. (importer, wholesaler, retailer), 13 Broad St., P.O. Box 3190, Lagos. WTD 11/18/65.

### 509 Wholesalers

**AUSTRIA**—Silverware (sterling), Vienna-style; copper giftware, such as candlesticks, candy bowls, match holders, hand-enameled by Austrian craftsmen. Groh & Sohn (exporter, importer), Lugeck 1, Vienna I. WTD 11/24/65.

**JORDAN**—Religious goods and souvenirs from the Holy Land. The Good Shepherd Exhibition (manufacturer, exporter), P.O. Box 13, Beit Sahour, Bethlehem. WTD 11/24/65.

## U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.**, 87101, U.S. Courthouse. Phone: 247-0311.

**ANCHORAGE, ALASKA**, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-4331.

**ATLANTA, GA.**, 30303, 75 Forsyth St., N.W. Phone: 526-6000.

**BALTIMORE, MD.**, 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

**BIRMINGHAM, ALA.**, 35203, 908 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

**BOSTON, MASS.**, 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

**BUFFALO, N.Y.**, 14203, 304 Federal Bldg., 117 Elliott St. Phone: 842-3208.

**CHARLESTON, S. C.**, 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

**CHARLESTON, W. VA.**, 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

**CHEYENNE, WYO.**, 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

**CHICAGO, ILL.**, 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-6400.

**CINCINNATI, OHIO**, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

**CLEVELAND, OHIO**, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

**DALLAS, TEX.**, 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

**DENVER, COLO.**, 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

**DES MOINES, IA.**, 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Phone: 226-6088.

**GREENSBORO, N.C.**, 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

**HARTFORD, CONN.**, 06103, 18 Asylum St. Phone: 244-3530.

**HONOLULU, HAWAII**, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

**JACKSONVILLE, FLA.**, 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

**LOS ANGELES, CALIF.**, 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

**MEMPHIS, TENN.**, 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

**MIAMI, FLA.**, 33130, Rm. 1428, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

**MILWAUKEE, WIS.**, 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 5-8600.

**MINNEAPOLIS, MINN.**, 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

**NEW YORK, N.Y.**, 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

**PHOENIX, ARIZ.**, 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

**PITTSBURGH, PA.**, 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

**PORTLAND, OREG.**, 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

**RENO, NEV.**, 89502, Room 2028, Federal Bldg., 300 South St., Phone: 784-5203.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3411.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4243.

**SALT LAKE CITY, UTAH**, 84111, 2238 Federal Bldg., 125 So. State St. Phone: 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

**SANTURCE, PUERTO RICO**, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

**SEATTLE, WASH.**, 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

# Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AUSTRALIA**—Mrs. Shirley Brown, Hisnibs Pty. Ltd., 140c Macpherson St., Waverley, **interested in visiting manufacturers of cotton and cotton mixture textiles for the tie industry and in observing new trends in packaging and textile machinery.** Dec. 16 via Los Angeles for 5 weeks. c/o Joseph M. Brown, P.O. Box 72, Reynolds, Ind. Itinerary: Los Angeles, Chicago, New York. WTD 11/4/65.

T. J. Jones, Jones & Walker Pty. Ltd., 40 King St., 6th Fl., Sydney, **interested in meeting jewelry manufacturers to import to Australia.** Dec. 12 via New York for 2 weeks. c/o Victoria Hotel, 51st St. & 7th Ave., New York, N.Y. 10019. Itinerary: New York, Providence. WTD in preparation.

**FRANCE**—Roger Gestin, representing Genie et Industrie, 42 Rue des Horticulteurs, 87 Limodes, Haute-Vienne, **interested in agencies for crude, ground, or otherwise treated minerals and ores used by manufacturers of glasswares, ceramics, in metallurgy, chemical and plastic industries, paints, rubber products, and in information regarding principal U.S. areas producing "noble" minerals and ores; also wishes to export "Gres de Thiviers," a raw sandstone or grit, reportedly pure siliceous material for use, after kilning treatment at 1200°C, as a coloring pigment by glass, ceramic, porcelain industries.** Dec. 23 via Chicago through Jan. 6. c/o Mr. Hoffman, 6438 N. Maplewood Ave., Chicago 45, Ill. (telephone 543-6014). Itinerary: Dec. 23-Jan. 3 Chicago; New York Jan. 4-6. WTD 12/21/64.

**IRELAND**—Emil Oppman and Dieter Oppman, representing Hopman International Ltd., Castleblaney, Co. Monaghan, **interested in contacting suppliers of sheepskin and suede leathers.** Dec. 15 via New York for 8 days. c/o Irish Consulate General, 33 E. 50th St., New York, N.Y. Itinerary: New York; Boston; Salem; Wilmington, Del. WTD 7/22/65.

**PAKISTAN**—R. U. Ghauri, representing Blackhawk Engineers Ltd., 43/F Gulberg, Lahore, **interested in the purchase of road-making and agricultural machinery; requesting technical information.** 3rd week in Dec. via New York for 1 month. c/o Consulate General of Pakistan in U.S.A., 12 E. 65th St., New York 21, N.Y. Itinerary: New York; Springfield, Ohio; San Juan, Puerto Rico; Minneapolis. WTD 4/6/64.

**SOUTH AFRICA**—H. H. Hernstad, F & H Agencies (Pty.) Ltd., P.O. Box 9989, Johannesburg, **interested in obtaining South Africa representations for rayon and other manmade fibers, furnishing and upholstery fabrics, especially metallized, sun-filtering and insulating curtaining fabrics.** Dec. 5 via New York for 2 weeks. c/o F & H Agencies Inc., 38 W. 32nd St., New York, N.Y. Itinerary: New York. WTD 8/16/65.

# Future Construction

**AUSTRALIA**—A $6 million satellite tracking station will be built near Toowoomba in Queensland for the U.S. The Australian Department of Supply will build and maintain the station under an agreement with the U.S. National Aeronautics and Space Administration. The station will be part of a NASA communications and television transmission program, and will be established as soon as possible near Cooby Creek dam, 12 miles north of Toowoomba.

**ARGENTINA**—The City of Buenos Aires (Municipalidad de la Ciudad de Buenos Aires) is inviting **bids for the sale of real-estate Plot No. 14,** located near the port section of the city, known as "Catalinas Norte."

On this site, the successful bidder will be obligated to build a **31-story hotel plus additional facilities, including a sheltered space for public gatherings, a movie-theater and commercial showrooms.**

Construction must begin within a year from the date the purchaser acquired full legal rights on the land.

Bid deadline is 5 p.m. March 17, 1966 at the Municipalidad de la Ciudad de Buenos Aires, Administracion de Inmuebles y Concesiones, Carlos Pellegrini 211, 6th floor, Buenos Aires. The total surface of Plot No. 14 is 20,869.77 square meters. The minimum bid which will be considered is 15,000 Argentine pesos per sq. meter. ($1 = approx. 178 Argentine pesos). Copies of the conditions and technical-specs can be purchased from the forenamed agency for 3,000 pesos.

**CHILE**—The Ministry of Public Works of Chile invites U.S. and/or Chilean firms specializing in **port construction** to **register** their **qualifications to bid** on the San Vicente Port Project at Talcahuano Sur, Chile. Estimated cost is $10 million. The project will be financed by AID.

Requirements for registration may be obtained from: Purchasing Dept., Chilean Development Corp., 80 Pine St., New York City, New York 10005. Qualifications must be received by the Direccion de Obras Portuarias, Morande 59-8 piso, Santiago, Chile, before Dec. 31.

Since the 1960 registration for this project has been cancelled, interested firms which qualified at that time must re-register in accordance with present provisions.

**EL SALVADOR**—The Government's **highway maintenance program** is to be assisted with a new $2,533,320 loan from the Export-Import Bank of Washington. It is expected that dump trucks, bulldozers, graders, rollers, loaders, concrete mixers, pumps, and other items of **equipment** will be **required** to maintain the more than 5,000 miles of highway. Purchase contracts—to be negotiated by the Government—will require U.S. suppliers to provide training for the use and maintenance of the equipment financed by the Eximbank loan. Reportedly, no firm sales contract has been signed.

**MOROCCO**—The Export-Import Bank of Washington has authorized its first long-term capital loan to Morocco. The $24 million credit will finance purchases of U.S. **equipment for expansion of production facilities of Morocco's important phosphate resources.**

The Office Cherifien des Phosphates, an autonomous corporation wholly owned by the Government of Morocco, will purchase from U.S. suppliers a **60-cubic yard dragline, a nine-cubic yard dragline, power shovels, drilling machines and equipment, trucks, earth-moving equipment and conveyor belts.** Reportedly, no firm sales contracts for equipment have been signed. Total cost of the expansion program will be about $56½ million, including local costs and cost of equipment to be purchased in France and Germany.

**SOUTH AFRICA**—Tenders are to be invited for the **construction of the "Orange-Fish Tunnel"** by the Department of Water Affairs soon. A panel of prequalified tenderers will be established to whom invitations to tender will be issued exclusively.

The tunnel will draw off water from the reservoir formed by the Verwoerd Dam through an Intake tower at a point some 26 miles upstream from the dam and will deliver the water into the Fish River Valley. The intake is about 6 miles north of the town of Venterstad and the outfall about 14 miles southwest of the town of Steynsburg.

The tender will not include screens and gates in the Inlet Tower nor any hydroelectric plant which may be installed at the tunnel outlet.

The tunnel, about 51½ miles long, will be lined with concrete throughout and will have a finished internal diameter of 16′ 9″.

The project has been divided into three sections, each of which will form the subject of a separate contract.

A document, "Memorandum and Questionnaire relating to the Contracts for the construction of the Orange-Fish Tunnel," gives an outline of the works to be constructed and includes a questionnaire and application form to be completed by prospective tenderers.

It is available on request from the Secretary for Water Affairs, Rm. 404, Patterson's Bldg., 173 Schoeman St., Pretoria, South Africa. This document contains full instructions for the completion and submission of application forms. All applications accompanied by the completed questionnaire must be received by the Secretary before Jan. 24, 1966.

## Quarterly summary ready

Copies are now available of the "Quarterly Summary of Future Construction" which reviews and summarizes planned construction projects, contract awards, significant foreign government tenders and the United Nations Special Fund Projects that have been published in INTERNATIONAL COMMERCE during the third quarter of 1965.

**Write:** Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. A pre-addressed mailing label should be included to facilitate processing and mailing.

The Summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists country and category of project or tender within the country and gives names and addresses of contacts as well as citation of original publication date.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

## Netherland Antilles changes hotel extension bid deadline

The N.V. Hotel Maatschappij El Curacao has extended the deadline from Dec. 30 to 10 a.m. Jan. 17, 1966, for submission of bids on the additions and alterations to the Hotel Curacao International (Second Building Phase).

(INTERNATIONAL COMMERCE, Dec. 6, p. 28).

# Significant Awards

**GREECE**—The Royad Hellenic Navy General Staff has signed a contract for a joint venture, comprising Edison Page S.P.A. (the Italian affiliate of Page Engineers of Northrop Corp.) and Hellenic Technical Works (Greek engineering firm) for NATO's "Electromechanical and Electronic Installations at the Store of National Heirloom" project. The amount of the contract is $6,049,150.

# New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated November.*

Hardware—Importers and Dealers—Pakistan, November 1965.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Uruguay.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Thailand.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Honduras.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Philippines.

Machinery, Equipment and Supplies, Electrical—Importers and Dealers—Iran.

Machinery and Equipment, Except Electrical—Importers and Distributors—United Kingdom.

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Chile.

# New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

**Establishing a Business in Mexico.** OBR 65-71. 20pp. Outlines the Mexican Government's policy on foreign investment; the entrance and rights of aliens; laws governing the organization of businesses; taxes which businesses and individuals must pay; rules for licensing arrangements; patent, trademark and copyright laws; labor legislation; and U.S. taxation of income earned in Mexico.

**Patent, Trademark, Industrial Design and Copyright Protection in Australia.** OBR 65-74. 7pp. Describes the requirements and procedures for U.S. businessmen to obtain each of these forms of protection for their intangible assets.

**The Market for Toys, Games and Dolls in France.** OBR 65-76. 8pp. Describes the French toy industry, the market for toys, the distribution system, packaging and sales promotion, tariff and nontariff barriers, and provides pointers for U.S. exporters. Six tables review the recent history of U.S. toy exports to France.

***A New Survey of the World's Principal Export Credit Insurance Systems.* Published by the International Export Credits Institute, New York. $10 (two-part set).**

This brochure consists of a revised, updated survey of the world's export credit insurance systems.

The survey consists of two parts:

A 34-page analysis chart, documented to November 1964, presents in parallel columns the principal features of the export credit insurance systems operated by 32 individual insurers in 24 countries;

A new 33-page supplement, an Information service bulletin, revises the content of the chart to September 1965.

Wherever available, the survey lists type of organization, capital fund, liability limits, who and what is eligible for cover, risks insured and percentage of cover, credit periods covered, premium costs, requirements as to whole turnover, assignability of proceeds (for financing), waiting period for loss payments, and operating results.

**Write:** International Export Credits Institute, c/o International Section, New York Board of Trade, 1 Liberty St., New York, N.Y. 10005.


## Gadzooks!

It's official! The millennium is here! The price of a publication has actually gone *down*, and substantially so.

Effective with the next title in the series (OBR 65-77), the annual subscription price of the Overseas Business Report (OBR) series has been reduced to $13 in the United States. The additional cost for overseas mailing has also been reduced, to $5. The charge for individual copies is still 15 cents.

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**Exporters' Encyclopaedia (61st Ed.) Published by Dunn & Bradstreet, New York. 1,800pp. $50.**

A guide to the trade regulations of 156 countries. Twice a month bulletins keep exporters informed of new and changed regulations.

Separate sections cover: ports and trade centers; summaries of each country's trade regulations; communications, general reference tables; foreign trade organizations in the U.S.; general export information; export and shipping practice; and the facilities available for export shipments from U.S. ports.

**Write:** Dun & Bradstreet, 99 Church St., New York, N.Y. 10007.

***Future European Chemical Growth Patterns: 1970 and 1975.* By Dr. Robert Rickles. Published by the Noyes Development Corp., Park Ridge, N.J. 115pp. $35.**

A guide to the future growth patterns of 52 major organic chemicals and polymers produced in Western Europe. The following information is presented:

A discussion of the particular chemical emphasizing the current market, the future market potential, a discussion of future growth rates, and current production by country;

A table showing the end use pattern during 1964, and

A table showing the possible end use pattern for 1970 and 1975, as well as the corresponding growth rates.

**Write:** Noyes Development Corp. 118 Mill Road, Park Ridge, N.J. 07656.

***International Trade Forum.* A quarterly magazine published by the GATT International Trade Center, Geneva. Free.**

A quarterly publication issued in English, French and Spanish, devoted to foreign trade matters, with special emphasis on the trade of the developing countries. A recent issue included articles on the Importance of European Ports for Overseas Trade, BLUTRADE —A U.S. Export Expansion Program (Worcester, Mass.), Trade Promotion in Thailand, India's Trade and Export Promotion Policies, and Sweden and Canada as Markets for the Developing Countries.

**Write:** International Trade Forum, GATT International Trade Center, Villa de Bocage, Palais des Nations, 1211 Geneva 10, Switzerland.


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# Calendar *for international traders*

**BOSTON—Dec. 14**—Businessmen's Consultations with member of U.S. Trade Mission to Poland and Rumania, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

**BOSTON—Dec. 15**—In-Office Export Workshop on Preparation of Export Documents, 9 a.m., Field Office. Sponsor: Field Office, Department of Commerce.

**CAMBRIDGE, MASS—Jan. 13**—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel. Speaker: **Robert L. McNeill,** Deputy Asst. Secretary of Commerce for Trade Policy.

**CEDAR RAPIDS, IOWA—Dec. 14**—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

**CEDAR RAPIDS, IOWA—Jan. 18**—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

**CHICAGO—Jan. 11**—Automotive Exporters' Club of Chicago, Builders Bldg.

**CHICAGO—Jan. 12**—In-Office Meeting for New Exporters, Field Office.

**CHICAGO—Jan. 13**—International Trade Club, luncheon, La Salle Hotel.

**CHICAGO—Jan. 19**—Chicago-Midwest Credit Assn., LaSalle Hotel.

**CINCINNATI—Dec. 17**—Export Workshop, 10-11 a.m., Field Office. Sponsor: REEC.

**COLUMBUS, OHIO—Dec. 15**—International Trade Committee of Columbus Area Chamber of Commerce, dinner meeting, 5:45 p.m., Fort Hayes Hotel.

**DES MOINES, IOWA—Dec. 15**—Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

**HONOLULU—Jan. 20**—REEC Meeting in conjunction with annual membership meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: **LeRoy Collins,** Under Secretary of Commerce.

**JACKSONVILLE, FLA.—Dec. 14**—In-Office Workshop on Export Expansion, 2 p.m., Field Office.

**Notice**

**To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.**

**Write:**
**Editor,**
**International Commerce**
**Bureau of International Commerce**
**U.S. Department of Commerce**
**Washington, D.C. 20230.**

**KANSAS CITY, KAN.—Dec. 28**—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

**KANSAS CITY, KAN.—Jan. 25**—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

**KANSAS CITY, MO.—Dec. 14**—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

**KANSAS CITY, MO.—Dec. 14**—Meeting of New Exporters, 12 noon, Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

**KANSAS CITY, MO.—Jan. 11**—New Trends in International Banking, 6 p.m., Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

**KANSAS CITY, MO.—Jan. 11**—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

**MEMPHIS—Dec. 15**—Mid-South Exporters' Roundtable, Hotel King Cotton.

**MEMPHIS—Dec. 21**—Memphis World Trade Club, Hotel Chisca Plaza.

**NEWARK, N.J.—Dec. 16**—World Trade Assn. of the Greater Newark Chamber of Commerce, luncheon, Military Park Hotel.

**NEW YORK—Dec. 14**—International Executives Assn., monthly luncheon meeting in cooperation with International Advertising Assn., Hotel Statler Hilton.

**NEW YORK—Dec. 16**—FCIB Drug, Chemical and Food Export Club, luncheon, 12:15 p.m., Advertising Club. Sponsors: Foreign Credit Interchange Bureau.

**NEW YORK—Dec. 21**—FCIB Hardware-Automotive Luncheon Meeting, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

**PROVIDENCE, R.I.—Jan. 18**—Providence World Trade Club, dinner meeting, Sheraton Biltmore Hotel.

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